Board of Trade Journal

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Board of Trade Journal

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Late deliveries of the 'Board of Trade Journal'

THE BOARD OF TRADE and HMSO regret that, because of printing difficulties, publication of the June 10 issue of the *Board of Trade Journal* was delayed by several days.

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Front cover photograph

A general view of PAKEX – the International Packaging Exhibition which returns to Olympia, London, from June 22-26. Eleventh in the present series of exhibitions, PAKEX 70 will occupy the whole of Olympia and will encompass many thousands of exhibits and complete ranges of machinery, materials, equipment, containers and ancillary aids used in packaging, bottling and handling every type of product. The regular participation by some 500 leading companies and the strong overseas representation have resulted in the establishment of PAKEX as the official shop window of the industry. Britain alone is likely to spend nearly £1,000 million on packaging materials in 1970 and capital investment in new equipment will be among the highest in Europe. In an industry in which annual growth rates approaching 15 per cent have become regarded as the norm and in which international trade, particularly in machines and systems, makes a considerable contribution to the economy, PAKEX 70 provides a timely opportunity for manufacturers to bring themselves completely up to date concerning the latest technological and mechanical advances in all forms of packaging and package handling. PAKEX 70 is organized by Industrial and Trade Fairs Ltd., sponsored by The Institute of Packaging and supported by the European Packaging Federation.

LATE ANNOUNCEMENT

Awards for services to export

The following awards for services to export were announced in the Birthday Honours List.

Knights Bachelor

Charles Frederick James Barker, MBE. For services to the food industry and for export.

William Alexander Roy Collins, CBE. Chairman and managing director: William Collins, Sons and Co. Ltd.

St. John de Holt Elstub, CBE. Managing director: Imperial Metal Industries Ltd. (For public Services and for services to export).

Edward Walters Senior, CMG. Chairman: Ransome, Hoffman, Pollard Ltd.

Arnold Weinstock. Managing director: General Electric and English Electric Companies Ltd.

Kenneth Millns Wood. Chairman, Concrete Ltd.

CBE

E. B. Abbott. Chairman: ICI Fibres Ltd.

D. M. Balfour. Managing director: Balfour, Beatty and Co. Ltd.

N. J. M. Bennett. Managing director: Wiggins, Teape Ltd.

F. R. J. Britten. Joint managing director: Britten-Norman Ltd.

Alan Burrough. Chairman: James Burrough Ltd.

A. C. Howard. President: Rotary Hoes Ltd.

A. L. C. Humphreys. Managing director: International Computers Ltd.

G. E. Knight. Chairman: Filton and Weybridge Division, British Aircraft Corporation.

M. J. Montague. Chairman, Asia Committee: British National Export Council.

N. D. Norman. Joint managing director: Britten-Norman Ltd.

A. Siddall. Deputy managing director: Joseph Lucas Ltd.

P. C. Wilson. Chairman: Sotheby and Co.

OBE

H. R. Baxendale. Commercial director: Preston Division, British Aircraft Corporation.

A. B. Blanch. Farmer and farm machinery manufacturer.

L. W. Buckler. Consulting engineer: Rolls-Royce Ltd.

E. P. Dinsdale. Export manager: Conveyancer Fork Trucks Ltd., Warrington.

Mrs. H. Gestetner. Director: Gestetner Ltd.

A. A. Goode. Lately general manager, exhibitions: Society of Motor Manufacturers and Traders Ltd.

R. M. Hall. Sales director: Joseph Cheaney Ltd.

T. P. Jones. General manager: Pershore Division, W. H. Allen, Sons and Co. Ltd.

B. P. Laight. Director: Hawker Siddeley Aviation Ltd.

P. E. Shields. Managing director: Dick and Goldschmidt Ltd.

J. Sieger. Chairman and managing director: J. and S. Sieger Ltd.

R. G. Terry. Director of overseas operations: Aberdare Group of Companies.

A. R. Wright. Group sales director: Lansing Bagnall Ltd.

MBE

J. Adie. Works manager: J. H. Carruthers Ltd.

C. W. Baxter. Area manager, assembly: Manufacturing Division, Perkins Engines Ltd.

F. A. Bearcroft. An export manager: Ilford Ltd.

S. N. Burfield. Managing director: Burfield and Co. (Gloves) Ltd.

G. B. Chaffe. Member of management executive: Viyella International Ltd.

A. J. C. Cox. Managing director: Cox Exhibition Consultants Ltd.

J. Denham. Superintendent: Production Shops, Scottish Aviation Ltd.

J. Hatchett. Joint managing director: British Piano Actions Ltd.

I. A. Howie. Chairman and joint managing director: Merrydown Wine Co. Ltd.

L. P. Huggett. Head of Chemistry Department, Shoe and Allied Trades Research Association.

L. P. Matthews. Secretary: British Food Export Council.

G. H. Parker. Chairman: Electrical Engineers (Association of Supervisory Electrical Engineers) Exhibition Ltd.

G. P. Richards. Project manager: Elliott Flight Automation Ltd.

R. K. Robinson. Manager: Overseas Manufacturing Division, British Leyland Motor Corporation Ltd.

M. J. F. Secretan. Chairman and managing director: Hucknall Manufacturing Co. Ltd.

Miss R. H. Slater. Personal assistant to the managing director: P. and C. Garnett Ltd.

E. B. Toogood. Works Administration manager: Hurn Works, British Aircraft Corporation.

A. E. Walker. Shipbuilding manager (Wallsend): Swan Hunter and Tyne Shipbuilders Ltd.

S. Williams. Quality control superintendent: Hoovers Ltd., Merthyr Tydfil.

R. W. N. Yeomans. Chief engineer: Redifon Air Trainers Ltd.

BEM

H. Cruttenden. Foreman: Elliott Flight Automation Ltd.

France: Customs work-to-rule

FRENCH CUSTOMS officials in most posts dealing with freight have been operating a work-to-rule since the last week of May. Apart from a brief suspension of the work-to-rule during the week commencing June 1, it continues despite press and radio announcements to the contrary. The work-to-rule is likely to continue pending a satisfactory outcome of negotiations with the Government.

The posts with the biggest backlogs of goods to be cleared are Dunkirk and Rouen. Barges are reported to be queuing up on the River Escout on the Belgian frontier, and river traffic is also congested at Forbach on the German frontier. Bottlenecks are also said to have built up at road customs points on the German frontier. At Le Bourget airport only 1,000 dossiers a day exactly are being dealt with and the backlog is considerable. Ordinary travellers and their baggage are not affected.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last Published*
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	29 April 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A	29 April 1970
Trade by air (6-M	20 May 1970
Balance of payments:	
Civil aviation (Q)	Feb. 1970
Trends in invisible transactions (Q	10 June 1970
UK balance of payments (Q)	11 Mar. 1970
Bankruptcy orders (Q)	7 May 1970
Business names registered (A)	April 1970
Capital expenditure:	
Distributive and service trades (A	Mar. 1969
Industry's capital expenditure (Q)	This week
Industry's investment intentions (3 times a year)	This week
Manufacturing industry. Census of production (A)	31 Dec. 1969
Catering trades turnover (M)	This week
Chemicals industry (Q)	6 May 1970
Companies:	
Acquisition and mergers (Q	7 May 1970
New companies registered	
Gt. Britain (M)	20 May 1970
N. Ireland (M)	3 June 1970
Computers:	
UK computer market (Q)	13 May 1970
Construction work overseas (A	15 Oct. 1969
Credit:	
Instalment credit business (M)	13 May 1970
International trade credit (A)	15 April 1970
ECGD business (Q)	11 Mar. 1970
Electronics industry:	
Electronic capital equipment deliveries research and development (Q)	27 May 1970
Engineering and electrical goods:	
Deliveries of certain products (Q)	7 Jan. 1970
Production exports and orders (M)	27 May 1970
Film industry:	
British Film Fund Agency returns (M)	13 May 1970
Cinema admissions and takings (M)	20 May 1970
Overseas payments and earnings (A)	5 Nov. 1969
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	16 July 1969
Food:	
Consumption levels (A)	18 Feb. 1970
Household consumption (Q)	15 April 1970
Footwear industry orders and deliveries (M)	This week
Foreign trade:	
EFTA trade (Q)	18 Mar. 1970
Industrial countries trade and production (Q)	6 May 1970
World exports of manufactures (A)	17 Sept. 1969
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	20 May 1970
Value of overseas trade: analysis of trends (Q)	6 May 1970
Gold and convertible currency reserves (M)	10 June 1970
Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of finance houses (Q)	20 May 1970
Business (M)	10 June 1970
Industrial building (Q)	29 April 1970
Industrial development certificates refused (A)	9 July 1969
Industrial production:	
Index nos. (M	27 May 1970
N. Ireland index (M	27 May 1970
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	1 April 1970
Investment and earnings overseas (A	8 April 1970
Launderies and dry cleaners turnover (M	This week
Machine tools, deliveries and orders (M)	3 June 1970
Man-made fibres:	
Analysis of production (A	11 Feb. 1970
Analysis of production (Q)	13 May 1970
Deliveries (Q)	13 May 1970
Production (M)	10 June 1970
Volume of production (M)	13 May 1970
Motor industry:	
Car and commercial vehicle production (M)	10 June 1970
Motor trades turnover (M)	This week
Office development permits (Q)	10 June 1970
Partnerships registered (A	8 April 1970
Pension funds:	
Assets (A)	30 July 1969
Trends in private pension funds investment (Q)	1 April 1970
Retail prices index (M	27 May 1970
Retail trades:	
Index nos. (M)	10 June 1970
N. Ireland index (M)	This week
Royalty transactions (A	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	6 May 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and service trades (A)	7 Mar. 1969
Industry's stocks (Q)	This week
Manufacturing industry. Census of production (A)	31 Dec. 1969
Retail (M)	This week
Television:	
Overseas payments and earnings (A)	5 Nov. 1969
Textiles:	
Clothing and textile orders and deliveries (M)	27 May 1970
Cotton production (M)	27 May 1970
Hosiery production (Q)	27 May 1970
Wholesale houses sales (M	This week
Wool exports (Q)	27 May 1970
Wool output (M)	27 May 1970
Tourism:	
International tourism (A	27 Aug. 1969
UK tourist traffic (M	20 May 1970
Wholesale prices:	
Average prices of selected commodities (A	25 Feb. 1970
Index nos. (M)	This week

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Alitalia announce the departure of 40 tons of cargo space to the Far East - every week.

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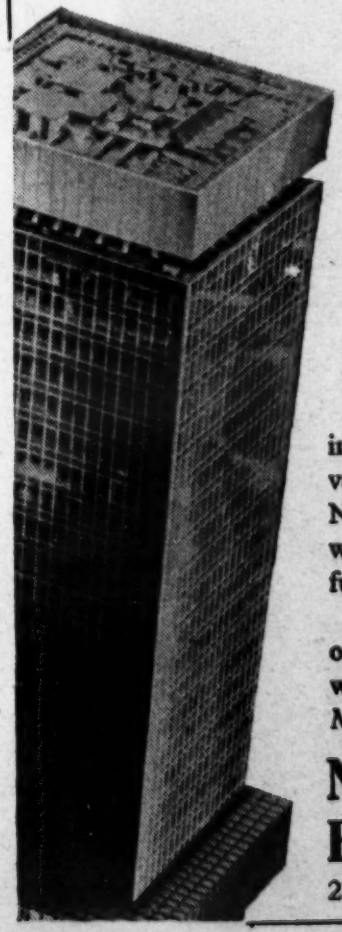

We're an international bank—yet have the word 'national' in our name. Confusing perhaps. But it is a word we value; it commemorates the moment in our history when the National Bank of India merged with Grindlays to provide a wider banking service. Since then, we have expanded still further, and our services now cover the world.

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Export buying houses for United States stores

by G. A. Jenkins, London manager, Gimbel Brothers, Saks and Company

'WE SELL TO AMERICA.' This must surely be a most satisfying and proud statement for the sales director or export sales manager to announce to his colleagues in the company boardroom.

How is this achieved? Where does one start? How do we know our product is right, is competitive? The larger company can send its salesman to the United States – how can a small manufacturer get his product seen? Where can he get assistance to make an entry into this vast market?

I suggest that most of his questions can be answered as soon as he makes contact with one or more of the many buying offices which are situated right here in our country – in the centre of London. Most department stores and speciality stores in the United States have good representation in London. Most large store groups have their own offices here – we opened our London office in 1912 – while others usually working as part of a group have a group office or a commissionaire set-up. In fact, companies like ourselves have their own buying offices in all major European countries – in Paris, Brussels, Frankfurt, Milan, Florence, Madrid, Copenhagen, Stockholm etc.

These offices serve many purposes. They are permanently based here to research the markets constantly, to expedite shipments and in most cases, pay for goods from funds held in London.

The merchandise representatives or market researchers in the London buying offices are specialized in their own classification of merchandise and, year round, are on the look out for new ideas, new merchandise, new resources for their store buyers who visit the market at regular intervals according to season and delivery requirements. This merchandiser, through visits to factories, salesmen's visits to the office, studying trade magazines, attending trade fairs and fashion shows, shopping at stores in our own cities, will keep abreast of the trends in our market, keeping his/her buyers up-to-date with developments which may be of immediate interest or can be prepared for the store buyer's next visit to the United Kingdom.

While it is true that the larger manufacturers send their sales director or export sales managers to the States on their regular selling trips and to meet the American buyer on his own ground, which we recommend and encourage at all times, even the smallest manufacturer seeking to find his place in the market, anxious to know whether his product has some potential need initially travel no further than London to get many of his questions answered.

A comprehensive list of buying houses and the United States stores they represent is available from the Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 245), or from the British National Export Council, 6-14 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121).

Setting up an appointment

A brief note to the buying house describing the product, approximate price ex works or f.o.b. (do not get involved in c.i.f. or duty-paid quotations – the buying office staff are better equipped to figure estimated land costs because of their experience in getting goods to their stores), and a suggested date for visiting the London office to show the article will bring forth a quick reply inviting the manufacturer to call and see that particular market representative specializing in that classification of article. Try to avoid calling unannounced, these merchandisers travel a great deal and may be engaged out in the market for several days at a time when their buyers are here, and this can only lead to disappo ntment.

The appointment having been arranged you will find the merchandiser anxious to be helpful. He will advice you how he feels your product will fit into his stores buying patte.n – according to price or design it may be more suitable for one type of store than another. He knows his buyers' likes and dislikes and can suggest whether your packaging and presentation is right. He can tell you whether your product is competitive with the American domestic market, or with similar articles we buy in other European countries. He knows the best selling seasons in American retailing, when you should have a new range ready, the dates his buyers will be here and whether he can arrange to bring those buyers to your factory. He can tell you that if an order is placed, the office has its own shipping department so that only a minimum of documentation (usually a few copies of your regular commercial invoice) is required and that the shipping department is always at hand to advise on how to get your goods away to the docks or the airport.

He will tell you that payments will be made promptly – usually seven days from date of invoice, that a prompt cash discount helps the buyer to land the goods a little lower – and the secret of the game is to get your goods into the department at the lowest possible cost. Remember there are eager manufacturers all over Europe trying to do the same!

All this for a short visit to London – no more difficult than visiting your favourite customer in that Manchester or Birmingham store. The contact is just as close, and maybe the end result might be more exciting.

Market advice

The buying office can advise you on distribution in North America, the structure of the stores whether speciality, department stores, discount stores, chain stores and in time, you may wish to participate in one of the trade missions sponsored by BNEC to see the market at first hand, even to show your merchandise in New York, Chicago, Los Angeles and especially to study the set-up of the market and study the competition.

It is indeed an achievement to sell your merchandise to a country so vast in natural resources, so great in manufacturing capability, where it would appear there is everything a buyer could possibly need. Yet thousands of European manufacturers are doing a good solid regular business in America and Canada, many starting in a small way, but achieving rapid growth as their potential is recognized.

We are often asked the question: 'What are you looking for?' Firstly, we look at everything – whether we buy or not our job is to know all that is happening. For example, we send our fashion buyers to the resort towns in the South of France to see what European people on vacation are wearing – before we go into the market to buy. We send our buyers to shop the stores and boutiques in London, Paris, Rome, Florence, Dublin, Copenhagen and Stockholm to see the fashion trends, look at the new ideas, the people, the displays, the excitement. This, before we buy, before we decide what is right for our stores, which direction we should go, what fashion trend we believe in. I believe that manufacturers in the fashion field, whatever apparel is concerned, should do the same – not just the sales manager or managing director. I would suggest that is is even more important to send your designer to see what is happening in the fashion markets of the world, and a regular visit by that same designer to thoroughly shop the New York stores is a 'must'. How else can your designer know what is happening, the newest trends, the latest exciting colours? Your whole fashion business success depends on this exposure – how else can you talk on the same terms as the well-travelled buyer?

We, in the buying offices are here at your disposal, anxious to meet you, help you and advise. We can get you started, we can follow through and help you to build that business up with North America. Certainly we shall push you to maintain the delivery date you promised – you owe that to the buyer who gave you the order, and seasons are short and quick-changing in North America. You will get the best results by way of re-orders and regular business by having your goods in the store on time, but you will always find us ready and helpful to advise our buyers of any unforeseen problems that arise.

We will help you to say 'We sell to America' and, with our assistance, we hope you will find it an enjoyable and rewarding experience.

ECGD backs £25 million credit agreement for Iran

IRAN WILL PURCHASE up to £25 million of British capital goods and associated services on favourable credit terms under a line of credit negotiated by ECGD, Morgan Grenfell and Midland Bank with officials of the Bank Markazi Iran (the Central Bank of Iran) and finalized on June 4.

The financial agreement covering the credit was signed in London by the Governor of the Bank Markazi Iran and by Mr. David Berriman on behalf of Morgan Grenfell & Co. Ltd., and Mr. Kenneth Cox for Midland Bank Ltd., who are acting jointly on behalf of a syndicate including Barclays Bank Ltd., National Westminster Bank Ltd., Royal Bank of Scotland, Lloyds Bank Ltd., Glyn Mills & Co., Bank of Scotland and Clydesdale Bank Ltd. The ECGD guarantee of this credit was signed by Mr. K. W. Cotterill, Assistant Secretary in the Export Credits Guarantee Department.

British exports to Iran have increased steadily with the fast progress of the Iranian economy in recent years. In the last Iranian calendar year ending March 1970, the rate of growth of the economy at constant prices amounted to over 11 per cent. This growth has primarily been obtained from ever incerasing expenditure in the development programme of the country. Today Iran is a United States $2½ billion market, needing progressively more and more capital equipment and machinery.

Iranian buyers in both the private and public sectors will be eligible under the credit, which will cover capital goods including agricultural machinery, food processing plant, nuclear research equipment, oil seed crushing plant, machine tools, electrical generating equipment, sewerage plants, hospital equipment and technical college equipment.

Lengths of credit will range from five to seven years from delivery or completion depending on the nature and value of individual contracts, which must have a minimum value of £50,000 (in some circumstances £10,000). All contracts to qualify must be placed before December 1971.

The credit will cover 85 per cent of the United Kingdom element of any individual contract at the fixed rate of interest agreed by the banks for ECGD – guaranteed medium term business, currently 5½ per cent. The balance, of 15 per cent, will be paid from the buyer's own resources and will include a reasonable down payment at contract and further instalments on or before shipment. Contracts to be paid from the credit will be nominated by the Bank Markazi Iran, but access will be confined to ECGD Comprehensive policyholders unless they would normally qualify for Specific cover.

Hearing Aid Council Act 1968: standards of competence

THE HEARING AID COUNCIL have submitted to the Board of Trade, for approval standards of competence for persons applying to be registered as dispensers of hearing aids in the private sector under Section 2(4)(b) of the Act.

The Board of Trade have approved the code for persons applying to be registered on or before November 29, 1970, and have invited a number of interested persons to comment by July 15, 1970, on the code for persons applying to be registered on or after November 30, 1970.

Any other person wishing to see the codes or to comment by July 15 should contact the Board of Trade General and Industrial Division (Branch 4), 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2557).

Consideration of mergers by the DEP

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has announced that on the information at present before her it is not intended to refer the following proposed merger to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965:

Proposed acquisition by British-American Tobacco Co. Ltd. of a controlling interest in Wiggins Teape Ltd.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade*, 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

These two heifers are part of a £19,000 *consignment of* 120 *British pedigree Hereford cattle to be shipped to a state farm near Budapest. It is the second largest single shipment of Herefords ever to be exported from the United Kingdom to any country, and the highest ever to Hungary where only seven cattle had been imported from England in the last nine years. Thirty-two herds from all over England and Wales are supplying the stock. The heifers seen here come from the herd of Mr. Tom Bradstock, chairman of the Hereford Cattle Society.*

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by July 1.

Tariff Heading	Proposed definition for Tariff Purposes	Applied for as	Exemption required until	Reference
29.22	3 - Chloro - *o* - toluidine (-NH_2, at 1)	6 chloro-2-aminotoluene technical 3-chloro-*o*-toluidine	December 31, 1970	13450
29.23	2 - Amino - 5 - chlorobenzophenone	As in previous column	December 31, 1970	11158
29.39	Bethamethasone 17-benzoate	Betamethasone benzoate	December 31, 1970	13336

Note Amendment of Definition:

Interested parties will wish to know that an application has been received to amend the temporary exemption definition of circular can ends which was advertised in the *Board of Trade Journal* dated May 27, 1970, to the following:

73.40	Circular can ends of tinplate, of a thickness of not less than 0·2 millimetre nor more than 0·26 millimetre, of an overall diameter of not less than 81 millimetres nor more than 94 millimetres, enamelled or lacquered on one side or on both sides and having a curled edge Circular can ends of tinplate, of a thickness of not less than 0·3 millimetre nor more than 0·32 millimetre, of an overall diameter of not less than 163 millimetres nor more than 166 millimetres, enamelled or lacquered on one side or on both sides and having a curled edge

New Institute of Export officers elected

Sir Derek Pritchard

AT THE ANNUAL general meeting on June 2 of the Institute of Export, Sir Derek Pritchard, chairman of Allied Breweries Ltd., and of Carreras Ltd., was elected to the presidency to succeed Sir Anthony J. Elkins, chairman of British Match Corporation Ltd., and of Gestetners Ltd., and vice-chairman of the Army and Navy Stores. Sir Anthony retired after three years in office.

Vice-presidents of the Institute re-elected at the meeting were: Mr. Edgar C. Behrens, Sir Harry Brittain, Mr. Alex Dormer, Major T. Knowles, Mr. J. Hugh Neill, Sir Miles Thomas and Lord Tweedsmuir.

At a Council meeting following the annual general meeting, Mr. Henry Deschampsneufs was elected chairman, Mr. George Lockhart, vice-chairman and Mr. P. F. Pither, honorary treasurer.

IRC chairman re-appointed

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, has re-appointed Sir Joseph Lockwood as chairman of the Industrial Reorganization Corporation, until December 31, 1970.

London airport cargo EDP scheme—(LACES) information from importers

THE LONDON AIRPORT Cargo EDP Scheme has been designed to cater for the increasing volume of cargo traffic forecast for Heathrow airport in the 1970s. The overall objective of the scheme has been to streamline and integrate the clerical procedures for Customs entry and clearance work and the airlines' inventory account of goods handled and delivered. The import phases of the scheme are scheduled to be operational in the latter part of 1971.

The scheme will benefit importers and agents as well as airlines and Customs. It will ensure speedy clearance of goods through the airport and reduce the number of supporting documents that now have to accompany an entry. This will be possible because the computer will carry out a wide range of checks and calculations that now have to be done by clerical staff, and will have access to comprehensive files of information. One such file will be an Importers File which will contain, for each Heathrow importer, a record of data for the calculation of values for duty and purchase tax purposes, purchase tax registration, bond holdings, etc.

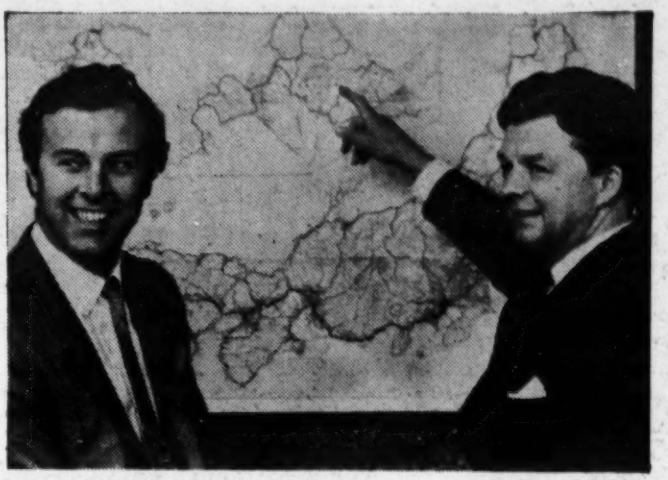
Although the computer system is not scheduled to be fully operational until the latter part of 1971, the setting up of the Importers File is a major task which must be completed in good time beforehand. Over the next six months, therefore, the Customs will be getting in touch with all importers known to bring goods in through Heathrow and asking them to provide the necessary information.

Since it will not be practicable to identify importers by their names and addresses in the computerized entry system, code numbers will have to be allocated to them. They will be asked to complete a simple Information Document to enable this to be done.

Among the supporting documents which the computer system will eliminate at Heathrow are the declarations now required from importes on forms C 105 and PT 26 for valuation purposes. Instead, importers will be asked to complete one single valuation declaration, in respect of each of their overseas suppliers. This will normally be valid for three years. These declarations are also wanted in the next six months, along with the Information Document, so that valuation codes can be allocated before the computer system begins.

The Customs are sending each importer a notice explaining the exercise in more detail. They emphasize that all information furnished by importers will be available only to the Customs and will be treated as confidential.

They also stress that if importers co-operate by dealing with their side of the exercise as quickly as possible they will greatly assist in the efficient preparation of the computer system and will benefit themselves by ensuring that the system will be able to begin giving faster Customs clearance at Heathrow at the earliest possible date.



This year's 'Young Exporter of the Year' in a countrywide contest organized by the National Westminster Bank, is 31-year-old David Wilson, the Far East area manager of Pye Unicam Ltd., of Cambridge. Pye Unicam sent Mr. Wilson to make a market survey in Japan in 1968. On returning to Cambridge, it was decided that the company should attempt to sell their Automatic Analytical System in Japan as a 'market leader'. Mr. Wilson returned to Japan and formulated a plan with distributors and salesmen. The plan was a tremendous success. Pye Unicam's exports of scientific instruments rose dramatically from £14,000 to £130,000 in 1969. Mr. Wilson (left) is seen here with Mr. N. H. E. Ahlers, managing director of Pye Unicam.

Finance Act 1970: abolition of 6d stamp duty

THE BOARD of Inland Revenue announce that the 6d. stamp duty on agreements, including hire purchase and credit sale agreements, is abolished for documents executed on or after August 1, 1970. At present this duty is paid by having a stamp impressed on the instrument at an Inland Revenue Stamp Office or by means of a 6d. postage stamp.

Steady growth of SMB scheme

THE CENTRAL OFFICE of Information's direct mail 'Specialized Magazines from Britain' (SMB) campaign, in its first five years, has brought in over 15,000 new subscriptions from 50 countries. During the last two years, the number of orders booked has been running in excess of 300 a month. The scheme, launched in early 1965, now has the support of 221 publishers represented by 519 magazines.

In a report covering the first five years of operation, to March 31, 1970, the COI states that, as a result of the campaign, many potential subscribers are seeking further information. Compared with 870 inquiries over the first two years, the total for five years is 15,228, of which 6,000 were handled in the last 12 months. One recent inquiry from an overseas University asked for subscription rates for a total of 83 publications. With orders and inquiries coming in, even from countries not at present covered by the scheme, it is clear that SMB is becoming known throughout the world.

Planned by COI in consultation with the PPA, the scheme was established to operate a direct mail campaign to promote subscription sales of trade, technical and specialized magazines and journals of opinion among two main classes of overseas reader: influential persons in industry, commerce, government and the professions; and students and trainees likely to reach such positions early in their careers.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext*, 3038) *who compile the half-yearly index to the* Journal.

St Michael®

Marks & Spencer Ltd

Record sales and profits.
A decade of progress.

The 44th Annual General Meeting of the Company was held at The Dorchester Hotel, Park Lane, London, W.1, on Wednesday, 10th June, 1970. The following are extracts from the statement by the Chairman, Mr. J. Edward Sieff:

The Year's Results

Sales have increased by £43,599,000 to £360,935,000 which includes £8,020,000 for export. Profits before tax have increased from £38,123,000 to £43,705,000.

This has been a year of immense growth. The increase in our sales is the largest we have ever achieved and results from the development of our stores and our goods, and the further improvement in the composition and distribution of our stocks. This massive growth in volume has enabled us to absorb a large part of our additional costs and yet to maintain our profit margin.

The Directors recommend a Final Dividend of 25%, making a total distribution for the year of 37½% against 33⅓% last year.

General Survey

In the last decade our sales have more than doubled, rising from £148,023,000 in 1960 to £360,935,000 in the year just ended. Our profits have moved up from £17,656,000 to £43,705,000 in the same period.

Our consistent record of progress is due to our adherence to the principles on which our business is based. We are dedicated to a standard of excellence for which we strive in everything we do. We operate not only an efficient chain of stores, but a marketing organisation of a special kind, translating the needs of our public into ranges of goods of exceptional quality and value. We believe in the importance of good human relations and of treating every member of the staff as a responsible individual. We continue to review critically and frequently everything we do but we intend to safeguard our standards and adhere firmly to those fundamental beliefs which make us what we are.

Store Development

During the same ten year period 170 of our 245 stores were the subject of major building work, including 30 entirely new stores, of which 9 are in new locations and 8 rebuilt on new sites. Our selling space has been increased by more than half to 4,400,000 sq. ft.

We have spent £100,000,000 on sites, buildings and equipment during the sixties. It is a tribute to our architects and builders that no store has ever been closed during redevelopment or rebuilding. New stores and extended ones are profitable from the day they open.

Our building work has proceeded apace in the past year. We have opened 2 new stores, replaced 3 of our stores by larger ones built on new sites and, with extensions, have added some 200,000 sq. ft. of selling space. For this year we are planning the largest increase in sales area in our history, with the doubling in size of our Marble Arch store as the highlight.

St Michael Clothing

Our textile sales have increased by £31,487,000 to £255,701,000. They have doubled in the last ten years. We are today the largest retailer of clothing in the country. The large and steadily growing volume of our orders enables our suppliers to invest in the most up-to-date factories and equipment and, therefore, produce more efficiently. We must do our best to offset further rising costs by striving together for improved productivity and greater efficiency while ensuring that our standard of quality is maintained at all times.

St Michael Foods

Our food sales have this year reached £97,214,000 compared with £86,840,000. They have doubled in the last five years and are four times what they were in 1960. All our foodstuffs are produced or selected to our specification and under our brand name, St Michael. Our distinctive approach has gained us a special place in the High Street and an outstanding reputation for consistently high quality which we are determined to maintain.

Science and Technology

The advance in technology is producing a plethora of new fibres, yarns and fabrics and is making possible great changes in the types and variety of clothing. It is a credit to the enthusiasm and technical ability of our marketing teams that we can continuously add to our range new lines of high quality and fashion appeal. A team of food chemists, technologists and craftsmen have helped in the development of foodstuffs.

Tribute to Manufacturers

I thank our suppliers warmly for the support they have given us over the years. Our partnership is based on commercial and technical collaboration between independent companies with a common interest and approach to production and management.

Exports

Our exports have increased during the year to £8,020,000 from £6,282,000 last year. They have doubled since devaluation and more than trebled in the last five years. We export to over fifty countries and our customers now operate thirty-six St Michael shops and 'shops within shops' overseas.

Decimalisation

The retailer has a vital part to play in making the change to decimalisation as smooth as possible. To facilitate the transition and to increase productivity we are spending over £3,000,000. This includes expenditure on some 10,000 new electric decimal cash registers and 2,500 change dispensers for food sections. We are confident that our staff, after completing their training, will find the transition to decimal currency easy and, with their help, so will the public.

Tribute to Staff

Our greatest asset is a loyal, contented and hard-working staff. The good human relations which prevail in our business are reflected in their bearing. It is a pleasure for me to express the Board's warmest appreciation to all our staff, both in Stores and in Head Office, for their work.

TEN YEAR GROWTH

YEAR ENDED 31st MARCH	TURNOVER	PROFIT BEFORE TAX
1970	£360,935,000	£43,705,000
1969	£317,336,000	£38,123,000
1968	£282,306,000	£33,871,000
1967	£255,770,000	£30,659,000
1966	£238,015,000	£29,618,000
1965*	£219,791,000	£27,506,000
1964	£201,494,000	£24,920,000
1963	£184,878,000	£22,305,000
1962	£172,826,000	£21,185,000
1961	£166,501,000	£20,345,000

*(53 weeks)

A COPY OF THE FULL REPORT CAN BE OBTAINED FROM THE REGISTRAR, MICHAEL HOUSE, BAKER STREET, LONDON W1A 1DN

English Industrial Estates Corporation 'Award for Achievement'

NORWEST CONSTRUCTION (Civil Engineering) Ltd., of Bootle, has won the English Industrial Estates Corporation's 1969 Award for Achievement. The award was instituted in 1967. for achievement in any field directly connected with the Corporation's activities. The award may, for example, be made to an architect for a particularly successful design, to corporation staff for some special achievement, to an industrialist whose development has been outstanding or to a contractor for speed and quality of workmanship. It is from the latter category that the award winner for 1969 has been selected.

Norwest Construction have successfully completed a difficult project on schedule despite severe weather conditions. The company were instructed to divert the course of the brook running through the Knowsley Industrial Estate as this was preventing the economical use of available building land. Despite the work being carried out during winter the contractors finished the scheme within the contract period of 23 weeks. The additional land enabled the Corporaton to start work without delay on the building of a major project of over 250,000 sq. ft.

Safety of merchant seamen

THE REPORT on the Safety of Merchant Seamen, the receipt of which was announced at the end of May by Mr. Goronwy Roberts, the Minister of State at the Board of Trade responsible for shipping, has now been published.

The Report was produced by a Steering Committee set up in 1967 following the publication of the final Report of the Court of Inquiry into the Shipping Industry under Lord Pearson which had been investigating the causes of the earlier seamen's strike, and which had among its recommendations suggested that action should be taken to examine the problem of the high rate of accidents affecting seafarers. The Committee comprised expert representatives of all sections of the shipping industry and from the Board of Trade and the Department of Employment and Productivity. Their principal task was to supervise the preparation of the Code of Safe Working Practices which has been published simultaneously.

The purpose of the Code is to give authoritative guidance on procedures to be followed on board merchant ships to ensure the occupational safety of the seamen, and is divided into sections addressed to owners and masters, and to officers and ratings according to their duties. Explicit recommendations are made on the numerous facets of the more important operations carried out and on related matters including mooring, provisions of gangways and ladders, working with winches, derricks and cranes, opening and securing hatches, rigging of stages, painting, fencing and maintenance of machinery, servicing electronic equipment, work in the galley, and work in tanks and confined spaces.

The Report itself deals with general factors affecting the occupational safety of the seafarer, including environmental and medical aspects, the provision of protective equipment and clothing, 'permit to work' systems, training in safety, reporting of injuries and the collecting of statistics, and it also refers to the system of shipboard Accident Prevention Committees or Accident Prevention Officers inaugurated at the beginning of the year after discussions in the National Maritime Board.

The Minister of State, in welcoming the Report, said that it presented a most valuable code of safe working practices which had been keenly awaited by Government and industry alike. A number of the recommendations in the Report were basically acceptable, but some would need further study in the light of the Report of the Committee of Inquiry into shipping under Lord Rochdale, and on some there would need to be consultation with other bodies.

The Report is available from HMSO, P.O. Box 569, London, S.E.1 (price 4s.).

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Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of addresses is given in the pink paper supplement of April 22 issue.

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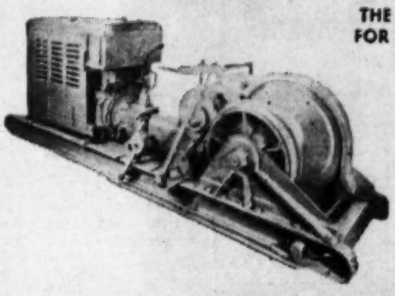

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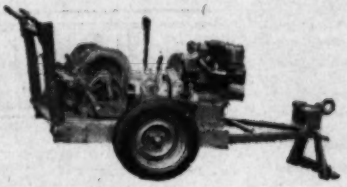

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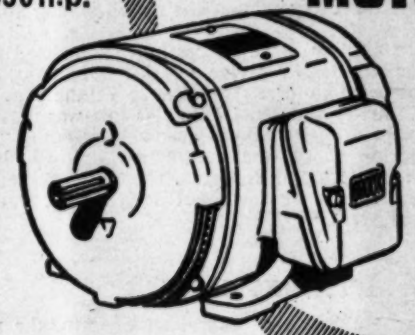

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Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
June 25	Miscellaneous stores	The County Hall, Botchergate, Carlisle	Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle. (Tel. 26292)

Plant and equipment; vehicle spares; extending ladders; rescue and first aid equipment; wooden boxes; electronic and electrical equipment; machine tools including bench and tool grinders; hand presses; guillotines; bending rolls; lathes; flex drives; roller benders, etc.; beds; various chairs, tables, desks, etc.; rugs; carpets; mats; towels; haversacks; kitchen and dining utensils; crockery; manila, sisal and wire rope and large quantities of other general stores.

June 30	Miscellaneous stores	No. 2 Building (adjoining Indoor Bowling Green), Riverside, Chatham	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3 (Tel. 01-709 0101)

Generating sets; air compressors; pumping sets; foundry equipment; surface plates; Ford petrol engines; Bedford fire tenders; vehicle spares; lifting tackle; electronic equipment; photographic equipment; hand tools; machine tools; chronometers; wrist watches; stop watches; wallclocks; binoculars; 4,000 galls. undercoat and gloss paint; manila, sisal and coir rope; webbing equipment; battledress trousers and blouses; raincoats; boots and shoes; white and coloured blankets; bedspreads; mattresses; groundsheets; kit bags; carpets; kitchen utensils; crockery and glassware; stacking and dining chairs; tables; desks; bureaux; wardrobes; sideboards and sundry furniture; scrap rubber and textiles; numerous other general stores.

July 8	Miscellaneous stores	TA & VR Centre, Meadowforth Road, Stirling	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1 (Tel. 041-554 2447)

Bedford fire tenders and 950 gall. refueller; 1-ton Austin truck; Commer van (diesel); excavator conversion set; aircraft and vehicle spares; electrical equipment; X-ray equipment; portable diathermy equipment; oscilloscopes, photographic equipment; engineers tools; generators; machine tools; prismatic binoculars; parachute canopies straps fittings, and packs; scrap leather, rubber, webbing and mixed rags; kilts, sporrans; purses; aluminium kitchen utensils; cutlery, crockery, etc.; canvas sheeting and tentage; drawers; trousers; vests; shirts; raincoats; raincoat linings; furniture and large assortment of other general stores.

July 14-15	Miscellaneous stores	Regional Depot ROAC, Hereford	Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford (Tel. 0432-4366)

Generating sets; electrical equipment including, oscilloscopes, voltmeters, capacitors, alternators, indicators, resistors, transformers, etc.; radio receivers; electric cable; electronic valves; aircraft spares; vehicle spares; various hand tools and engineering equipment; photographic equipment; wooden boxes and chests; paint and dope; steel bin equipment shelves; approx. 1½ tons perspex; miscellaneous furniture; machine tools including tool and cutter; universal grinders; shearing machine; floor mounted engraving machine; Churchill regrinding machine; lathes; drilling machines; flexible shafts; grinding and buffing machines, etc.

Catalogues of the above sale obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 1s. 0d. (postal order only)

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The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

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The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 01-828 3400.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
f five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,826	1963	1963 21,757	1963 20,125	1963 20,125	1966 11,372	1963 4,916	1963 1,055	1963 1,020	1963 944	1963 1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	50
1966	110	113	122	120	107	100	124	128	114	128	125	241	147	19	6
1967	112	114	127	126	110	101	132	124	120	138	142	169	–39	10	11
1968	115	120	135	135	112	104	139	128	141	144	142	155	–47	81	95
1969	117	123	142	142	112	103	135	135	144	131	131	311	211	–22	37
1968															
1st quarter	115	118	133	134	114	105	138	120	135	146	147	–72	–100	8	49
2nd quarter	113	119	133	131	109	102	136	120	133	147	143	58	24	23	1
3rd quarter	115	120	135	135	112	103	138	128	140	144	138	38	7	12	5
4th quarter	118	122	138	138	113	104	145	144	155	141	141	131	23	39	40
1969															
1st quarter	114	122	140	138	111	102	131	121	135	136	133	95	103	–14	13
2nd quarter	116	123	140	141	113	104	133	135	142	129	129	53	32	– 6	– 3
3rd quarter	117	123	142	143	113	103	137	142	151	132	130	—	–24	– 9	– 1
4th quarter	120	124	146	146	114	103	137	142	148	126	134	163	100	7	28
1970															
1st quarter		125 p				103		138 p	142 p				64 p	–13 p	–41
1969															
November		125				104									
December		124				103									
1970															
January		123 p				103									
February		125 p				104									
March		127 p				103									
April						103									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports‡	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,365	series in £ million
1964	119	124	107·0	3·3	103·9	101·9	148·6	362	221	24,566	114	105	–393
1965	123	121	112·1	4·8	106·8	104·6	157·9	308	265	24,785	115	113	– 81
1966	118	105	116·5	3·9	110·2	107·3	168·5	323	255	24,834	119	122	40
1967	108	114	119·4	2·5	108·4	108·2	175·3	512	174	24,475	129	121	–322
1968	108	129	125·0	4·7	120·5	112·4	187·3	541	188	24,319	159	150	–297
1969	117	124 p	131·8	5·4	125·0	115·9	197·4	535	200		167	169	415
1968													
1st quarter	107	117	122·1	5·0	122·9	111·4	184·8	544	176	24,363	158	146	–112
2nd quarter	104	125	125·0	4·5	119·5	112·5	185·8	541	185	24,321	158	142	–107
3rd quarter	104	129	125·7	5·6	119·3	112·8	187·7	547	189	24,276	161	154	– 10
4th quarter	108	129	127·2	5·6	120·4	113·1	191·0	532	202	24,316	160	159	– 68
1969													
1st quarter	111	134	129·7	6·2	122·3	114·1	196·7	532	198	24,317	163	139	23
2nd quarter	119	131	131·8	5·4	124·2	115·1	195·6	519	202	24,277	169	167	74
3rd quarter	116	131	132·0	5·0	126·1	116·5	197·8	547	200	24,205	168	173	147
4th quarter	117	124 p	133·7	5·1	127·3	118·0	201·6	544	199		169	177	171
1970													
1st quarter	122 p	125 p	136·2	5·0	130·1	120·4	208·9	561	192		172	180	144
1969													
November	117	124 p	133·5	5·4	127·5	117·9	200·8	538	197		168	179	
December	117	124 p	134·4	4·7	128·4	118·6	205·0	550	200		170	177	
1970													
January	120 p	127 p	135·5	5·0	129·4	119·5	206·5	558	195		167	182	
February	118 p	126 p	136·2	4·9	130·0	120·5	209·4	557	192		172	174	
March	122 p	125 p	137·0	5·1	130·8	121·6	210·9	567	188		176	185	
April			139·1	5·6	130·4 p	122·4 p	211·2	567	188		181	187	
May					129·0 p	122·7 p		560	187				

† Not seasonally adjusted. ‡ Including re-exports

UNITED KINGDOM TRADE

Unit value and volume index numbers for April

BOTH THE IMPORT and export unit value indices rose by a little over half per cent in April. The terms of trade index remained unchanged at 101, the level to which it rose in March.

The import unit value index for the latest three months was only about 1 per cent higher than that for November-January. The largest rise in recent months has been in the index for basic materials; price increases have been widespread in this group with those for metal ores, pulp and waste paper, and oil seeds, etc., being particularly important. Unit values for food, drink and tobacco have also risen fairly sharply with the main impetus coming from increases in the price of fruit and vegetables. The index for manufactured goods has risen less sharply and the major part of the increase which has taken place has been due to non-ferrous metal prices; after falling back in February and March these rose again in April as a result of sharp rises in the unit values of copper.

The export unit value index in the latest three months was nearly

(*Continued on next page*)

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

1961 = 100

	Imports					Exports								Terms of Trade†
	Total	Food, beverages tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods						
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	108	106	101	107	107	107	105	99
1965	107	113	102	90	109	109	105	109	104	109	113	110	108	102
1966	109	114	103	84	114	113	107	114	106	111	120	114	113	104
1967	109	113	99	92	116	114	102	116	106	111	120	118	116	105
1968	121	120	107	107	135	123	108	126	113	115	131	128	128	102
1969	126	124	115	100	142	127	114	130	116	122	139	131	131	101
1967 1st quarter	108	115	100	82	116	114	104	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	103	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	102	118	108	111	123	120	117	103
1968 1st quarter	120	120	104	108	134	121	108	123	111	113	130	124	126	101
2nd quarter	121	120	108	108	135	123	109	126	113	115	134	127	128	102
3rd quarter	122	120	109	107	136	125	107	128	115	116	133	132	129	103
4th quarter	123	122	110	106	137	126	109	129	116	117	132	132	130	103
1969 1st quarter	124	123	112	104	138	128	114	130	117	120	135	133	130	103
2nd quarter	125	124	115	102	141	128	115	130	118	122	136	132	131	102
3rd quarter	127	125	116	100	144	128	115	131	118	122	139	132	131	101
4th quarter	129	128	117	98	149	129	114	132	118	123	144	133	132	100
1970 1st quarter	131	129	119	96	151	131	116	134	119	124	151	134	134	100
1969 January	124	123	111	105	138	127	114	130	117	120	134	133	130	103
February	123	123	112	104	137	128	115	130	117	119	135	133	130	104
March	124	122	113	103	138	128	114	131	117	120	136	133	131	103
April	125	124	114	103	139	127	115	130	117	121	135	133	130	102
May	126	124	116	101	141	128	115	130	118	122	136	132	131	102
June	126	124	115	101	142	128	115	130	118	122	137	132	131	102
July	126	125	116	100	143	128	116	131	117	122	139	132	131	102
August	126	124	115	100	143	128	115	131	118	122	139	132	131	102
September	128	126	117	100	146	128	115	131	118	122	141	132	130	100
October	129	128	116	99	147	129	114	132	118	122	143	133	131	100
November	130	128	117	98	149	129	114	132	118	122	144	134	133	100
December	130	128	117	97	150	130	115	133	117	124	146	133	132	100
1970 January	130	128	118	96	151	130	116	133	118	124	147	133	133	100
February	131	129	120	96	151	131	116	134	119	125	152	134	133	100
March	131	130	120	95	151	132	117	135	120	124	153	135	135	101
April	132	131	121	95	152	133	117	136	123	125	155	136	135	101

† Export Unit Value Index as a percentage of the Import Unit Value Index

UNIT VALUE AND VOLUME INDEX NUMBERS, *continued*

2 per cent higher than in the previous three months. The main rise was in metals, where the index for February – April was about 5 per cent higher than in November – January; non-ferrous metals showed the largest price increases in this group, but substantial increases were general. The unit value index for chemicals, which showed little change in 1969, has been rising in recent months and was 2 per cent higher in February-April than in the previous three months.

Trends in United Kingdom trade were discussed in the article on trade in April published in the *Board of Trade Journal* of May 20, 1970.

Notes:

The volume index numbers for exports do not include any allowance for the special influences affecting recording (see *Board of Trade Journal* of September 10, 1969).

This series of index numbers, based on 1961=100, was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Table 2. United Kingdom import and export volume index numbers (unadjusted)

1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	107	101	107	100	101	100	102
1963	107	102	101	119	112	108	114	107	113	102	100	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	120	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	168	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	186	123	126	148	187
1967 1st quarter	134	106	98	180	167	127	122	128	155	102	113	126	143
2nd quarter	135	107	101	162	176	127	123	128	163	99	118	125	136
3rd quarter	126	100	104	150	156	112	112	112	140	88	103	103	139
4th quarter	136	106	105	178	170	108	117	107	133	90	96	100	126
1968 1st quarter	149	116	109	171	198	134	128	136	167	107	118	133	152
2nd quarter	144	104	112	186	189	133	125	134	174	107	121	131	147
3rd quarter	143	102	114	175	191	132	139	131	164	109	114	120	166
4th quarter	147	110	111	180	196	142	152	140	169	120	123	134	168
1969 1st quarter	149	106	109	198	198	136	122	138	166	112	113	132	173
2nd quarter	152	107	108	186	215	152	141	155	188	124	125	154	179
3rd quarter	145	99	109	176	204	150	134	154	187	120	125	146	196
4th quarter	150	105	109	197	205	160	154	161	196	135	140	154	194
1970 1st quarter	150	104	105	198	208	154	141	157	194	132	130	150	189
1969 January	159	114	123	211	206	139	126	141	165	116	117	134	176
February	139	95	100	189	189	129	117	131	164	107	105	124	163
March	148	110	105	194	201	139	123	143	168	114	118	137	182
April	152	113	107	188	209	142	136	145	182	114	118	136	186
May	155	102	108	192	227	156	148	159	195	133	135	164	153
June	149	106	108	179	209	158	140	162	189	125	123	162	198
July	159	108	115	191	227	157	133	161	193	122	128	160	194
August	139	88	113	170	196	146	128	151	180	119	122	142	200
September	137	99	99	166	188	147	140	149	189	120	125	136	195
October	160	108	117	213	222	153	160	152	202	132	137	144	168
November	140	101	99	178	191	168	155	170	195	140	147	162	215
December	149	106	111	199	202	160	148	162	191	134	136	155	200
1970 January	156	110	116	215	205	152	144	153	190	131	128	147	183
February	144	96	99	190	204	148	138	148	181	124	125	142	177
March	151	107	100	188	216	164	140	169	210	142	135	163	206
April	168	110	114	214	244	163	149	165	212	141	145	164	171

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Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft, etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1967 1st quarter	132	132	105	97	172	165	164	128	129	128	157	105	116	123	146
2nd quarter	134	133	108 r	102	158 r	170	166	123	123	123	157	98	114	119	138
3rd quarter	128	126	102	102	153 r	159	157	119	120	119	148	92	110	113	140
4th quarter	135	134	102	105	181 r	175	172	106	106	105	133	85	92	101	121
1968 1st quarter	146	144	114 r	109	162	195	191	134	132	135	167	108	120	131	153
2nd quarter	142 r	141	106	112	178	185	179	130	126	131	168	106	117	125	150
3rd quarter	147	144	105	112 r	180	197	190	139	147	138	171	113	121	131	165
4th quarter	148	144	106	111 r	184	202	190	140	140	140	169	115	119	135	163
1969 1st quarter	146	143	103	110	192	198	187	138	128	140	170	116	118	131	180
2nd quarter	141	146	109	108	181	210	197	148	141	151	181	123	120	147	185
3rd quarter	149	146	102	107	181	210	201	158	141	162	195	125	131	159	197
4th quarter	149	147	100	108	200	208	204	157	143	158	196	129	134	154	185
1970 1st quarter	151	151	105	109	194	208	207	157	147	158	197	136	134	150	190
1969 January	145	141	102	108	191	192	181	143	131	143	171	121	122	133	185
February	148	143	100	111	192	205	191	132	123	135	171	112	111	126	171
March	147	145 r	107	111	191	196	190	141	131	142	167	115	119	134	184
April	149	146	112	109	178	204	194	141	140	142	176	113	115	134	184
May	148	142	100	103	175	214	195	147	142	148	181	126	121	145	172
June	155	152 r	114	113	190	214	203	156	141	163	187	129	125	162	197
July	151	147	107	107	185	213	200	150	137	154	191	117	121	151	186
August	149	145	97	109	182	213	202	164	148	169	200	130	138	166	202
September	147	145	103	106	177	205	200	159	139	164	195	127	135	159	203
October	150	147	96	111	204	209	202	158	152	158	203	128	133	152	184
November	147	146 r	98	106	200	205	200	157	139	159	190	129	135	155	187
December	150	149	104	106	196	211	209	155	137	159	194	129	134	155	184
1970 January	147	147	104	108	199	199	198	160	152	159	199	138	136	150	192
February	152	152	103	109	192	213	211	151	144	153	189	130	134	146	183
March	154	153	108	109	191	213	212	159	146	162	202	140	133	154	196
April	157	157	104	111	193	223	222	161	149	162	200	139	138	157	189

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Cinema admissions and takings in February

DURING FEBRUARY 1970, counted as a four-week period, the weekly average number of admissions to cinemas in Great Britain was 4.15 million, and the weekly average of gross box office takings was £1.20 million. The comparable figures for February 1969 were 4.49 million and £1.18 million respectively.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts, 1960 to 1966, during the week ended Friday, June 12 1970. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
The Greeks Have A New Word	Br/E 34869	11	June 9	Columbia Pictures Corp. Ltd.	Ameran Films Ltd.
All The Way Up	Br/E 34873	97	June 11	Warner-Pathe Distributors Ltd.	Granada Films Ltd.
The Engagement	Br/E 34874	44	June 11	" " "	Memorial Films Ltd.
Movietone News 2140	Br/E 34679	9	June 12	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2140A	Br/E 34680	3	June 12	" " "	
				FOREIGN	
Machine Gun McCain	F 34868	96	June 9	Columbia Pictures Corp. Ltd.	Euroatlantica S.p.a., Rome
The Kremlin Letter	F 34870	121	June 9	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corp.
The Secret Of Santa Vittoria	F 34871	139	June 11	United Artists Corporation Ltd.	The Stanley Kramer Corp.
Pecos Cleans Up	F 34872	87	June 11	Ranworth Film Services Ltd.	Italicine T.V., Rome

Industry's investment intentions for 1970 and 1971 and expenditure in the first quarter of 1970

Source: Manufacturing Industries – Ministry of Technology
Distributive and Service Industries – Board of Trade
Shipping Industry – Board of Trade.

Manufacturing industry

FORECASTS OF EXPENDITURE in 1970 and 1971 provided to the Ministry of Technology in May 1970 indicate that there had been, in aggregate, no change in manufacturers' investment intentions for 1970 and 1971 since the previous inquiry taken at the end of 1969 That inquiry had indicated, first, that manufacturing industry was expecting that investment would rise by about 10 per cent, in real terms, between 1969 and 1970 (about 7 to 8 per cent after adjusting the 1969 figure to allow for the bringing forward of expenditure to 1968 because of the ending of the higher rates of investment grants at the end of 1968); and, secondly, that the upward movement would continue in 1971.

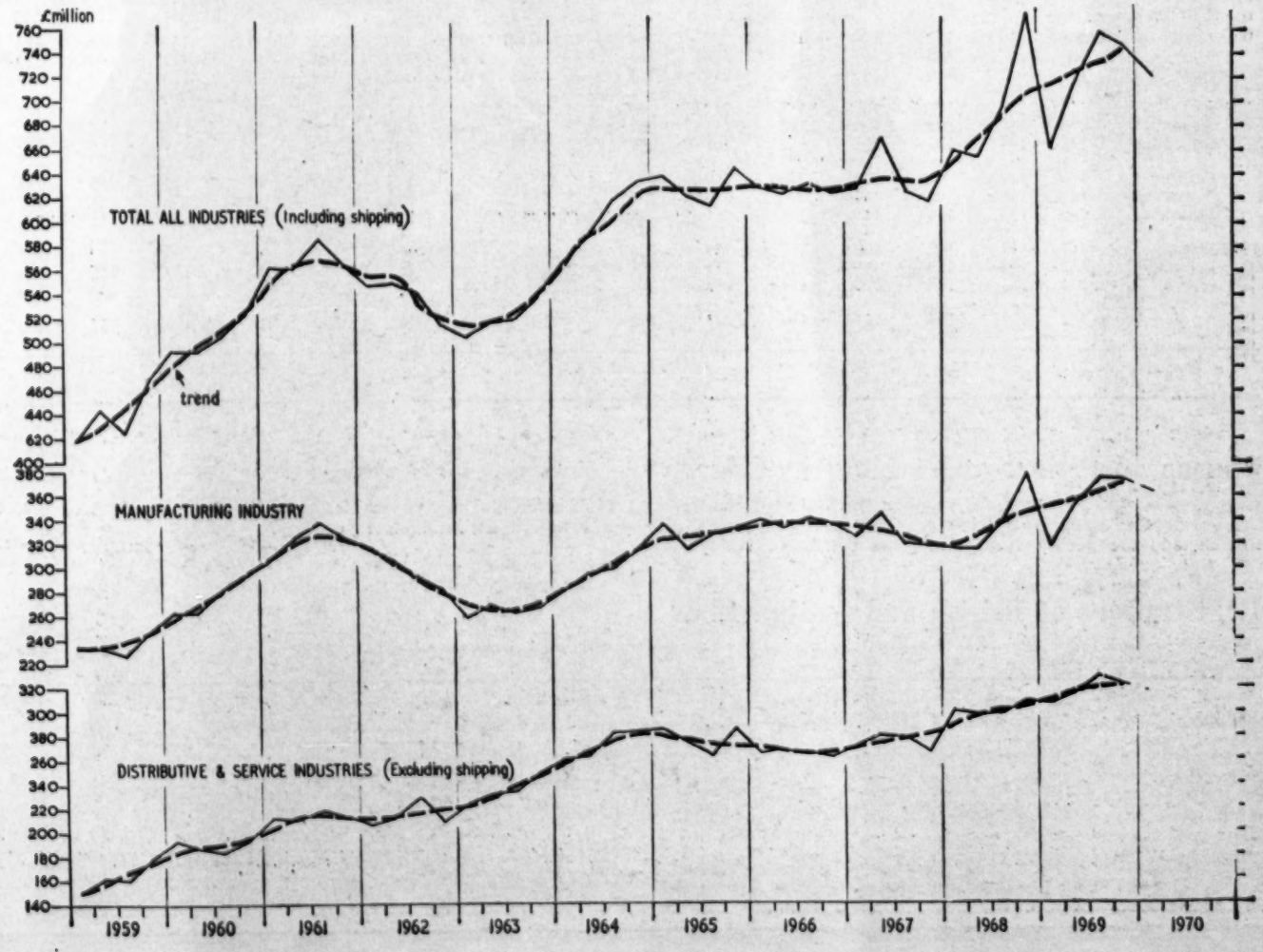
In the first quarter of 1970 manufacturers' capital expenditure, as provisionally estimated, was, at constant 1963 prices, about 4 per cent above the level of expenditure in the first quarter of 1969 (after allowing for the investment grant distortion). After seasonal adjustment, investment in the first quarter of 1970 was, however, 3 per cent below that in the fourth quarter of last year which was, on the figures as now revised, virtually the same as in the third quarter. The recent run of figures of actual expenditure and the strong growth between 1969 and 1970 suggested by manufacturers' intentions do not therefore appear consistent.

There are, of course, margins of uncertainty about both indicators. Manufacturers' intentions can change. On the other hand, the quarterly series has shown erratic movements and is, in consequence, an uncertain guide to the underlying trend in the immediate past.

To achieve an increase between 1969 and 1970 consistent with the buoyancy of manufacturers' plans and intentions would mean, in the light of the actual expenditure up to the first quarter of 1970, a very substantial rise for the remainder of the year. While this is possible – the first quarter's figure may prove to have been abnormally low – it may be that the rate of increase between 1969 and 1970 will be rather below the rate of growth suggested by the November/December 1969 and May 1970 intentions inquiries.

The May intentions inquiry confirmed that manufacturers intend to invest more in 1971 than in 1970. Forecasts have, of course, a

Industry's fixed capital expenditure at 1963 prices seasonally adjusted



greater degree of uncertainty as the period of expenditure goes further into the future.

The May 1970 investment intentions inquiry

In this inquiry companies were asked to state whether they planned to spend in 1970 and 1971 'more than', 'the same as', or 'less than' they had forecast in the inquiry carried out in November/December 1969. Some 200 large companies were asked for the latest figures of their investment intentions, but other companies were asked, as has been the practice in the post-Budget intentions inquiries since they began in 1964, only to indicate the direction of change in investment plans. The answers ('more' 'same' or 'less') given by firms were weighted by the amounts of capital expenditure which were forecast for the year in the November/December inquiry and then aggregated. For manufacturing industry the aggregate results of the May 1970 inquiry in respect of 1970 expenditure and the results of the comparable previous inquiries were as follows:

Firms' replies weighted by their November/December 1969 forecasts of expenditure as percentage of total:

Date of Inquiry	Year of Expenditure Forecast	'More' compared with Nov./Dec. forecast	'Same'	'Less'	Balance (More-Less)
		Per cent	Per cent	Per cent	Per cent
May 1964	1964	*37*	*36*	*28*	*+9*
May 1965	1965	*25*	*43*	*32*	*– 7*
May 1966	1966	*25*	*35*	*40*	*–15*
May 1967	1967	*32*	*40*	*28*	*+4*
May 1968	1968	*36*	*30*	*34*	*+2*
May 1969	1969	*31*	*37*	*32*	*– 1*
May 1970	1970	*34*	*33*	*33*	*+1*

The final column, the balance of 'more' minus 'less', indicates for manufacturing industry as a whole the shift in intentions since the November/December inquiry. These figures cannot however be used on their own, since there may be some built-in bias and the balances themselves provide no direct guide to the amount of any changes. They can, however, be set against the changes in the aggregated value of forecasts of expenditure supplied by contributors in the inquiries before and after the May inquiry. For previous years this comparison shows:

	1964	*1965*	*1966*	*1967*	*1968*	*1969*
	Per cent	Per cent	Per cent	Per cent	Per cent	Per cent
Change in the aggregated value of firm's forecasts between November/December and August/September	*+6*	*– 5*	*– 3*	*+4*	*– 2*	*– 5*
Balances in May inquiry (percentage points)	*+9*	*– 7*	*–15*	*+4*	*+2*	*– 1*

On this occasion the balance is +1 suggesting very little change in intentions. The revised quantitative forecasts made available to the Ministry of Technology by some of the largest manufacturing firms confirm this indication of very little change in plans and intentions.

Distributive and service industries (excluding shipping)

The latest forecasts of capital expenditure in 1970 and 1971 provided to the Board of Trade by companies in the distributive and service industries (excluding shipping) do not suggest any changes from those made at the end of 1969. It was estimated on the basis of companies' forecasts made last November/December that the volume of capital expenditure by this sector would show little change, or perhaps a small increase, between 1969 and 1970, with some further increase in 1971.

The provisional figure for the first quarter of 1970 is consistent with these forecasts. The volume of capital expenditure by this group of industries in the first quarter of 1970 is provisionally estimated to have been 2 per cent lower than in the fourth quarter of 1969. This reduction follows the record volume of investment in the second half of 1969, and the level for the first quarter of 1970 is a little above that in the first half of last year. Expenditure on plant and machinery accounted for the bulk of the fall in the first quarter compared with the second half of last year.

(*Continued on next page*)

Table 1. Industry's fixed capital expenditure at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industrial sectors			Analysis by type of asset		
		Manufacturing industries	Distributiva and service industries (excluding shipping)	Shipping industry	New building work	Vehicles	Plant and machinery
1960	2 013	1,104	758	151	594	425	994
1961	2,274	1,301	852	121	699	406	1,169
1962	2,149	1,196	852	101	696	364	1,089
1963	2,075	1,055	936	84	650	391	1,034
1964	2,402	1,190	1,088	124	723	494	1,185
1965	2,515	1,309	1,107	99	756	472	1,287
1966	2,509	1,351	1,063	95	719	464	1,326
1967	2,538	1,310	1,095	133	689	503	1,346
1968	2,785	1,349	1,208	228	719	632	1,434
1969	2,893	1,423	1,281	189	781	626	1,486
1964 1st quarter	567	281	260	26	168	117	282
2nd quarter	586	295	263	28	177	117	292
3rd quarter	617	299	282	36	188	132	297
4th quarter	632	315	283	34	190	128	314
1965 1st quarter	637	336	285	16	201	112	324
2nd quarter	620	314	274	32	187	124	309
3rd quarter	613	327	264	22	185	111	317
4th quarter	645	332	284	29	183	125	337
1966 1st quarter	627	340	265	22	181	114	332
2nd quarter	623	333	267	23	177	118	328
3rd quarter	634	341	267	26	181	118	335
4th quarter	625	337	264	24	180	114	331
1967 1st quarter	627	326	270	31	179	119	329
2nd quarter	667	345	279	43	178	138	351
3rd quarter	626	321	279	26	166	122	338
4th quarter	618	318	267	33	166	124	328
1968 1st quarter	661	316	301	44	171	147	343
2nd quarter	656	317	298	41	180	137	339
3rd quarter	695	337	299	59	185	159	351
4th quarter	773	379	310	84	183	189	401
1969 1st quarter	664	319	309	36	189	143	332
2nd quarter	718	355	316	47	197	156	365
3rd quarter	760	375	331	54	204	163	393
4th quarter	751	374	325	52	191	164	396
1970 1st quarter	724	363	317	44	186	151	387

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for about 51 per cent of total capital expenditure in 1968. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (e.g. by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

INVESTMENT INTENTIONS AND CAPITAL EXPENDITURE, *continued*

Table 2. Fixed capital expenditure of manufacturing industry at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industry group									Analysis by type of asset		
		Food, drink and tobacco	Mineral oil refining	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	New building work	Vehicles	Plant and machinery
1960	1,104·2	137·8	16·6	143·8	204·0	251·7	86·0	93·1	73·3	97·9	285·0	69·1	750·1
1961	1 301·1	146·9	24·6	174·3	266·4	275·1	115·3	111·1	80·3	107·1	343·7	65·9	891·5
1962	1,195·8	145·2	17·5	173·3	228·6	242·4	103·7	95·4	80·7	109·0	321·7	57·0	817·1
1963	1,055·2	145·0	26·8	135·9	136·1	239·4	98·0	86·5	79·7	107·8	263·6	69·5	722·1
1964	1 189·7	162·2	28·1	170·8	114·4	287·2	86·1	117·1	90·8	133·0	291·4	85·1	813·2
1965	1,308·6	166·7	27·0	213·0	112·8	301·9	103·7	132·8	98·8	151·9	319·2	88·1	901·3
1966	1,350·9	161·6	50·2	231·1	116·0	307·7	115·2	129·1	86·2	153·8	307·8	84·8	958·3
1967	1,310·0	186·3	77·2	192·0	116·4	300·6	116·4	105·8	83·7	131·6	267·7	87·8	954·3
1968	1,349·5	204·3	90·5	199·0	99·2	306·1	100·1	129·5	80·5	140·3	279·7	96·5	973·3
1969	1 422·5	201·7	69·7	216·1	121·6	304·2	120·0	145·5	83·9	159·8	310·1	101·3	1011·1
1964 1st quarter	280·7	39·3	10·3	37·6	28·2	67·0	21·2	25·3	22·1	29·7	69·2	20·7	190·8
2nd quarter	295·1	40·8	6·6	41·1	27·8	72·1	23·0	28·4	21·1	34·2	72·8	21·2	201·1
3rd quarter	298·7	41·8	5·4	42·7	29·1	73·0	19·5	29·7	24·4	33·1	72·8	21·6	204·3
4th quarter	315·2	40·3	5·8	49·4	29·3	75·1	22·4	33·7	23·2	36·0	76·6	21·6	217·0
1965 1st quarter	335·5	42·0	6·8	52·0	28·7	80·1	25·1	35·0	26·8	39·0	85·2	22·4	227·9
2nd quarter	314·5	39·7	6·2	51·0	28·1	72·1	24·0	31·4	26·1	35·9	78·0	21·2	215·3
3rd quarter	327·0	42·7	6·2	58·0	28·8	69·9	26·4	34·3	22·8	37·9	79·3	21·1	226·6
4th quarter	331·6	42·3	7·8	52·0	27·2	79·8	28·2	32·1	23·1	39·1	76·7	23·4	231·5
1966 1st quarter	339·6	40·9	10·0	61·2	28·7	74·9	31·0	31·6	20·6	40·7	76·5	21·6	241·5
2nd quarter	333·3	39·6	11·6	55·0	27·6	77·6	28·8	34·8	20·7	37·6	74·7	22·5	236·1
3rd quarter	341·4	40·0	14·6	57·9	29·2	78·3	27·8	31·9	21·5	40·2	77·7	21·1	242·6
4th quarter	336·6	41·1	14·0	57·0	30·5	76·9	27·6	30·8	23·4	35·3	78·9	19·6	238·1
1967 1st quarter	326·5	46·4	15·2	47·4	30·3	74·6	28·6	28·6	21·0	34·4	73·9	19·5	233·1
2nd quarter	344·5	47·0	19·6	55·1	31·9	79·1	31·0	26·6	21·9	32·3	70·7	22·1	251·7
3rd quarter	320·6	46·1	20·8	42·8	29·5	74·5	28·4	24·8	21·6	32·1	62·1	23·0	235·5
4th quarter	318·4	46·8	21·6	46·7	24·7	72·4	28·4	25·8	19·2	32·8	61·0	23·2	234·2
1968 1st quarter	316·3	45·0	18·9	45·0	31·5	73·6	23·4	28·8	19·4	30·7	62·0	24·1	230·2
2nd quarter	316·8	49·7	20·9	48·5	24·5	70·2	24·1	26·4	17·8	34·7	68·2	22·0	226·6
3rd quarter	337·0	53·6	20·9	47·7	22·3	78·6	29·5	31·3	19·2	33·6	75·0	23·7	238·3
4th quarter	379·4	55·7	29·8	57·8	20·9	83·7	23·1	43·0	24·1	41·3	74·5	26·7	278·2
1969 1st quarter	318·8	46·2	20·3	47·1	26·6	70·8	21·4	36·3	16·6	33·5	73·7	23·7	221·4
2nd quarter	355·4	52·4	16·4	54·6	28·2	73·5	29·4	37·5	22·1	41·3	78·1	26·5	250·8
3rd quarter	374·5	51·1	16·4	58·4	30·9	80·9	36·3	36·7	23·4	40·4	83·4	25·2	265·9
4th quarter	373·8	52·0	16·6	56·0	35·9	79·0	32·9	35·0	21·8	44·6	74·9	25·9	273·0
1970 1st quarter	363·1										73·4	21·6	268·1

Table 3. Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industry group			Analysis by type of asset		
		Wholesale Distribution	Retail Distribution	Other industries	New building work	Vehicles	Plant and machinery
1960	758	102	182	474	308	206	244
1961	852	107	203	542	335	220	277
1962	852	105	196	551	373	207	272
1963	936	115	212	609	385	239	312
1964	1,088	134	243	711	430	286	372
1965	1,107	133	226	748	432	289	386
1966	1,063	120	204	739	408	287	368
1967	1,095	139	197	759	419	285	391
1968	1,208	138	238	832	434	314	460
1969	1,281	136	250	895	465	341	475
1964 1st quarter	260	31	58	171	99	70	91
2nd quarter	263	32	63	168	104	68	91
3rd quarter	282	33	62	187	114	75	93
4th quarter	283	38	60	185	113	73	97
1965 1st quarter	285	37	59	189	113	76	96
2nd quarter	274	32	57	185	108	72	94
3rd quarter	264	33	56	176	105	68	91
4th quarter	284	31	54	198	106	73	105
1966 1st quarter	265	29	52	184	104	70	91
2nd quarter	267	31	50	186	102	73	92
3rd quarter	267	31	51	185	102	73	92
4th quarter	264	29	51	184	100	71	93
1967 1st quarter	270	32	49	189	104	70	96
2nd quarter	279	35	48	196	106	74	99
3rd quarter	279	36	49	194	104	73	102
4th quarter	267	36	51	180	105	68	94
1968 1st quarter	301	37	57	207	108	80	113
2nd quarter	298	32	60	206	111	75	112
3rd quarter	299	33	61	205	109	78	112
4th quarter	310	36	60	214	106	81	123
1969 1st quarter	309	34	60	215	114	84	111
2nd quarter	316	33	62	221	118	84	114
3rd quarter	331	34	64	233	119	86	126
4th quarter	325	35	64	226	114	87	124
1970 1st quarter	317				113	86	118

Shipping industry

Estimates of future expenditure for the shipping industry are subject to considerable uncertainty as the companies' forecasts have not proved to be a consistent guide to actual expenditure; this may be partly a reflection of the fact that expenditure in this industry can fluctuate sharply from year to year and also that plans are liable to substantial change. The latest forecasts of capital expenditure supplied to the Board of Trade do not suggest any change from the shipping industry's forecasts made at the end of 1969. In November/December companies in this industry expected little change in the volume of investment between 1969 and 1970, and that the high rate of expenditure achieved in 1968 and 1969 would be maintained. For 1971 there is an expectation of a considerable increase.

In the first quarter of 1970 the volume of investment by the shipping industry is provisionally estimated to have been 15 per cent below the fourth quarter of 1969. This decline is not necessarily inconsistent with the forecast; investment by this industry moves erratically from quarter to quarter as expenditure on individual ships can be substantial and payments may be made at irregular intervals over the course of construction.

Revisions to figures

Final figures, including returns received too late for incorporation in the provisional figures, and separate figures by industry groups will be published in July. The figures for the fourth quarter of 1969 previously published in April 1970 have been revised to take account of later returns.

Table 4. Industry's fixed capital expenditure at current prices

£ million

	Total	Manufacturing industry	Distributive and service industries (excluding shipping)	Shipping industry
1960	1,901	1,021	718	162
1961	2,192	1,239	821	132
1962	2,119	1,168	844	107
1963	2,075	1,055	936	84
1964	2,446	1,216	1,107	123
1965	2,657	1,401	1 156	100
1966	2,742	1,504	1 139	99
1967	2,793	1 465	1,188	140
1968	3,166	1,565	1,354	247
1969	3,423	1 719	1,490	214
1964 1st quarter	551	268	260	23
2nd quarter	584	295	264	25
3rd quarter	613	303	277	33
4th quarter	698	350	306	42
1965 1st quarter	638	333	290	15
2nd quarter	643	329	284	30
3rd quarter	642	352	269	21
4th quarter	735	387	313	35
1966 1st quarter	662	357	284	21
2nd quarter	661	357	282	22
3rd quarter	677	378	273	26
4th quarter	742	412	300	30
1967 1st quarter	675	354	292	29
2nd quarter	713	370	299	44
3rd quarter	668	354	289	25
4th quarter	737	387	308	42
1968 1st quarter	716	342	333	41
2nd quarter	728	355	330	43
3rd quarter	770	388	323	59
4th quarter	952	480	368	104
1969 1st quarter	753	361	356	36
2nd quarter	825	410	363	52
3rd quarter	875	451	369	55
4th quarter	970	497	402	71
1970 1st quarter	868	437	384	47

Notes relating to Tables 1 to 4

Capital expenditure comprises expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets and on new building work.

The analysis by industry group follows the Standard Industrial Classification (1963 consolidated edition):

Manufacturing Orders III to XVI

Distributive Trades Order XX

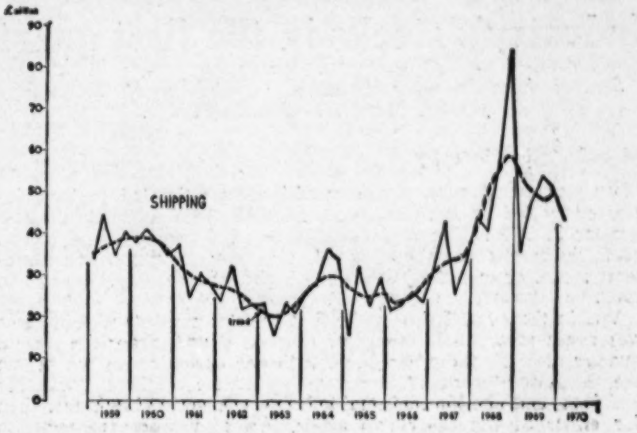
Wholesale MLH 810, 831, 832

Retail MLH 820

Other Industries Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree, and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

Industry's fixed capital expenditure at 1963 prices seasonally adjusted



Footwear industry: orders and deliveries

IN THE THREE MONTHS ending April net new orders received and deliveries by the footwear industry were 24 per cent and 4 per cent higher respectively than in the three months ending January 1970. As a result of net new orders exceeding deliveries at the end of April, order books were 10 per cent higher than at the end of January, 1970.

The comparisons given above are based on the seasonally adjusted series in the accompanying table. The seasonally adjusted figures have been revised to take into account the seasonal pattern during 1969.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is, therefore, possible for the differing values of the various types of footwear. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P17).

Million pairs

	Orders-on-hand		Net new orders		Deliveries	
1964	35·8		—		16·8	
1965	39·9		16·8		16·5	
1966	33·9		15·7		16·2	
1967	37·9		16·2		15·9	
1968	41·2		17·0		16·8	
1969	35·2		15·7		16·2	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1968 1st quarter	46·0	40·1	19·8	17·4	17·1	16·6
2nd quarter	50·0	38·5	16·8	16·0	15·4	16·6
3rd quarter	38·2	42·3	13·0	18·0	17·0	16·7
4th quarter	41·2	41·2	18·5	16·7	17·5	17·1
1969 1st quarter	47·5	41·9	19·1	16·7	17·0	16·5
2nd quarter	48·9	39·3	15·7	15·5	15·2	16·4
3rd quarter	34·6	39·2	11·5	16·1	16·3	16·1
4th quarter	35·2	35·2	16·5	14·5	16·3	15·8
1970 1st quarter p	39·9	36·0	17·3	15·6	15·8	15·3
1969 January	39·7	41·2	13·7	16·7	15·2	16·7
February	44·2	42·7	22·1	17·5	17·6	16·0
March	47·5	41·9	21·4	16·0	18·1	16·9
April	50·5	41·7	18·3	16·5	15·3	16·6
May	52·4	41·0	16·8	13·4	14·9	15·8
June	48·9	39·3	12·0	15·1	15·5	16·7
July	42·8	40·4	9·0	17·2	15·1	16·1
August	38·8	39·5	10·6	15·1	14·6	16·1
September	34·6	39·2	15·0	15·9	19·2	16·1
October	34·0	38·3	18·5	15·5	19·1	16·5
November	35·8	37·3	18·8	14·3	17·0	15·3
December	35·2	35·2	12·2	13·6	12·8	15·7
1970 January p	32·5	33·6	11·2	13·7	13·9	15·3
February p	33·8	32·7	18·3	14·5	17·0	15·4
March p	39·9	36·0	22·5	18·6	16·4	15·3
April p	46·3	36·9	22·4	18·3	16·0	17·4

The actual figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.

Industry's stocks in the first quarter of 1970

Source: Manufacturing Industry – Ministry of Technology
Distributive Industries – Board of Trade.

Manufacturing industry

MANUFACTURERS' STOCKS are provisionally estimated to have increased by £64 million (seasonally adjusted, 1963 prices) in the first quarter of 1970. This moderately substantial rise follows a period of fairly erratic stockbuilding over the last two years and represents a rate of increase just slightly higher than the average rate in 1969.

Within the overall rise in the first quarter a substantial increase was again recorded in stocks of finished goods. From the second quarter of 1968 there has been, with the exception of the fall in the third quarter of 1969, a steady increase in these stocks for which the average level of stockbuilding was noticeably higher than for either of the other two assets. Work in progress showed a moderate increase, a continuation of the modest rate of stockbuilding in 1969. While the subsequent increases in this type of stock have more than compensated for the fall recorded in 1968 the level of stockbuilding has not been as high as that achieved in some past years. Recent stockbuilding of materials and fuel has been less strong than past experience would have suggested given the prolonged bout of destocking which started at the end of 1966. Stocks of this asset showed virtually no change in the first quarter of 1970 and have still not recovered sufficiently to reach the 1966 level.

The ratio of manufacturers' stocks to production rose almost one point in the first quarter to 89.5 (in index form, end 1962=100). This was, however, still a low level – only marginally above the trough of 88.0 reached in the fourth quarter of 1968 and the third quarter of 1969.

Value of physical increase in industry's stocks at 1963 prices seasonally adjusted

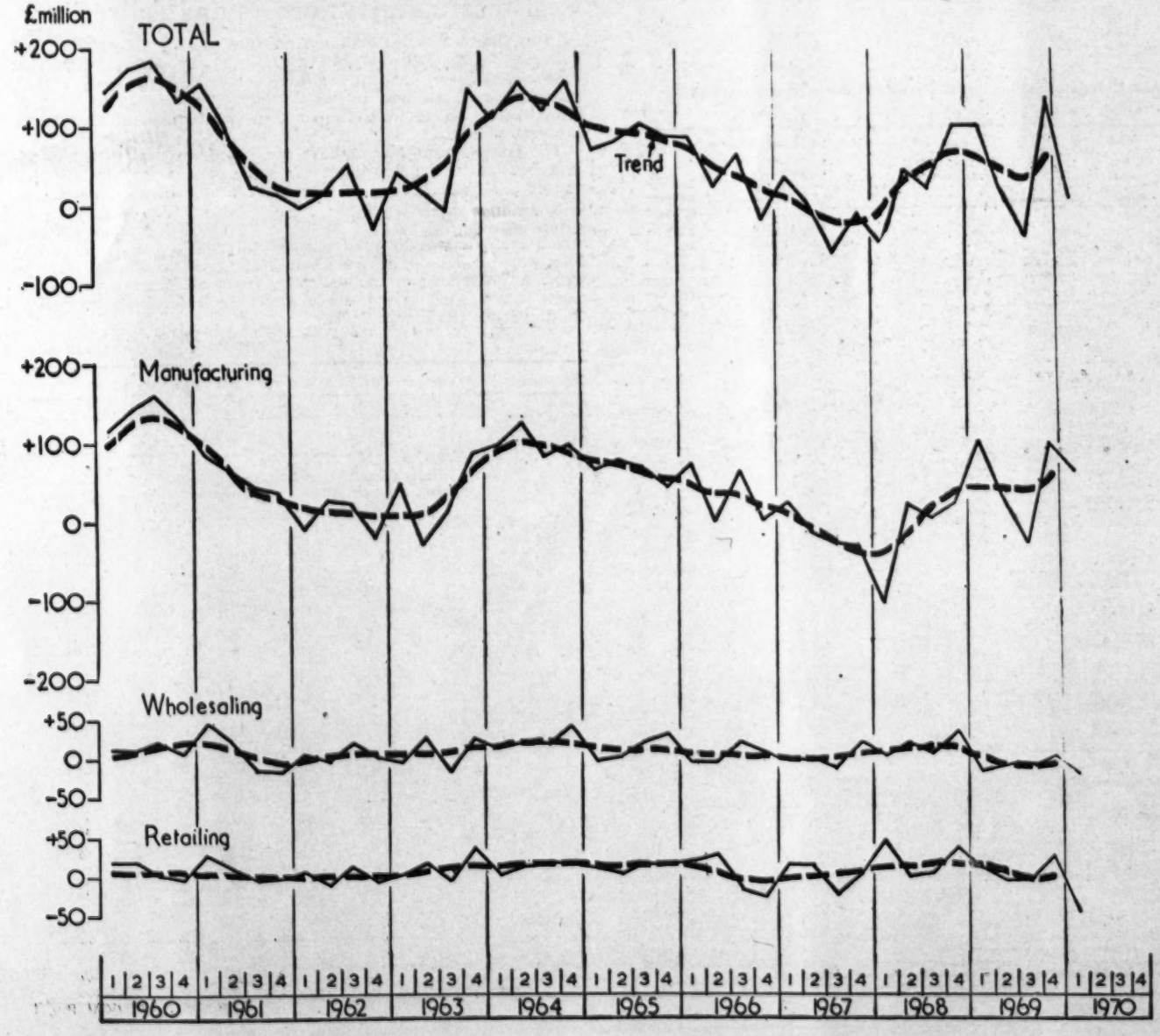


Table 1. Value of physical increase of industry's stocks at 1963 prices seasonally adjusted

£ million

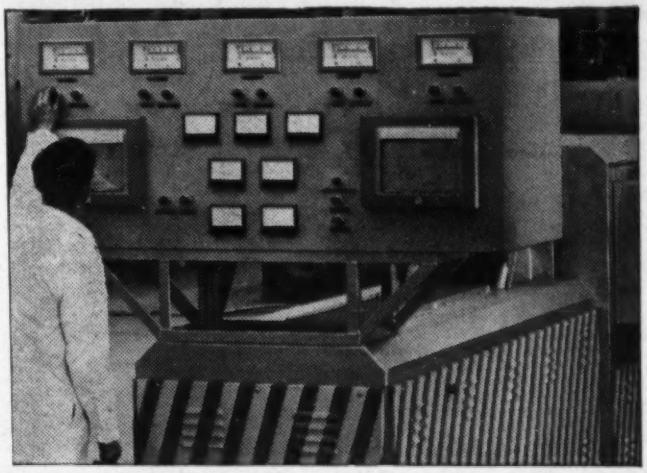
	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1969	9,772	7,165	1,212	1,396
1960	636	547	50	39
1961	299	231	38	30
1962	63	26	22	15
1963	211	123	31	57
1964	552	411	91	50
1965	356	262	49	45
1966	172	147	19	6
1967	- 17	- 39	10	11
1968	129	- 47	81	95
1969	226	211	- 22	37
1964 1st quarter	112	99	11	2
2nd quarter	159	127	21	11
3rd quarter	123	85	19	19
4th quarter	158	100	41	18
1965 1st quarter	75	68	- 3	10
2nd quarter	84	79	1	4
3rd quarter	106	69	20	17
4th quarter	90	46	31	14
1966 1st quarter	188	73	- 5	20
2nd quarter	28	4	- 4	28
3rd quarter	69	66	21	- 17
4th quarter	- 13	5	7	- 25
1967 1st quarter	39	26	- 2	15
2nd quarter	7	- 10	1	15
3rd quarter	- 56	- 25	- 10	- 21
4th quarter	- 7	- 30	22	2
1968 1st quarter	- 43	-100	5	49
2nd quarter	47	24	22	1
3rd quarter	24	7	10	5
4th quarter	102	23	38	40
1969 1st quarter	102	103	- 14	13
2nd quarter	23	32	- 6	- 3
3rd quarter	- 34	- 24	- 9	- 1
4th quarter	136	100	7	28
1970 1st quarter	10	64	- 13	- 41

Distributive industry

Wholesalers' stocks, which showed a small increase in the fourth quarter of 1969 after falling in each of the three preceding quarters, fell again in the first quarter of 1970, by £13 million (at 1963 prices, seasonally adjusted). Retailers' stocks, which have been high by past standards in relation to sales, also fell in the first quarter of 1970, by £41 million (at 1963 prices, seasonally adjusted).

Revisions to figures

The figures for the fourth quarter of 1969 have been revised to take account of late returns received from contributors. Revised figures for the first quarter of 1970, taking account of late returns will be published in early July.



One of two sintering furnaces supplied by EFCO Ltd. to Avtoproimport for installation in the USSR. Similar to those previously supplied to Russia, they will be used for the sintering of iron and iron/copper compacts in a controlled atmosphere.

Table 2. Value of the physical increase in stocks held by manufacturing industry at 1963 prices seasonally adjusted

£ million

		Analysis by industry group						Analysis by type of asset		
	All manufacturing industries	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding, vehicles and metal goods	Textiles leather and clothing	Other manufacturing industries	Materials and fuel	Work in progress	Finished goods
Level of stocks at end 1969	7,165	899	680	501	3,552	780	752	2,402	2,700	2,063
1960	547	45	41	83	288	30	61	230	146	171
1961	231	10	17	13	154	8	29	40	103	89
1962	26	23	3	-18	41	-19	- 3	-62	42	46
1963	123	44	-11	2	75	2	12	2	100	21
1964	411	6	41	31	240	61	32	147	177	87
1965	262	1	25	26	171	- 2	41	56	98	108
1966	147	- 5	26	-16	85	26	30	-20	33	134
1967	-39	20	3	-27	10	-33	-12	-38	33	-34
1968	-47	- 2	44	31	-155	10	25	-12	-46	11
1969	211	3	51	-25	128	33	21	24	59	128
1964 1st quarter	99	11	12	9	48	17	2	60	31	8
2nd quarter	127	- 1	8	16	76	20	9	31	56	41
3rd quarter	85	- 7	10	1	65	7	9	13	47	25
4th quarter	100	3	12	4	51	17	13	43	43	13
1965 1st quarter	68	-13	- 3	10	55	10	10	1	49	19
2nd quarter	79	1	20	—	50	- 4	12	30	7	42
3rd quarter	69	16	3	7	37	- 7	14	14	34	22
4th quarter	46	- 3	4	10	29	- 1	6	11	9	26
1966 1st quarter	73	5	11	- 4	42	6	13	4	18	51
2nd quarter	4	2	5	-18	4	7	5	-19	13	10
3rd quarter	66	-13	4	18	38	9	9	24	1	41
4th quarter	5	1	6	-11	1	5	3	-28	1	32
1967 1st quarter	26	1	5	- 4	23	- 6	5	- 8	15	19
2nd quarter	-10	2	-19	- 7	26	- 7	- 5	-19	4	6
3rd quarter	-25	19	19	-13	-36	- 4	-11	- 4	3	-24
4th quarter	-30	- 2	- 3	- 4	- 5	-17	—	- 7	11	-34
1968 1st quarter	-100	9	-11	- 1	-81	- 7	- 9	- 9	-32	-59
2nd quarter	24	- 3	25	9	-27	8	12	- 2	—	25
3rd quarter	7	-13	14	7	- 7	2	5	-13	7	13
4th quarter	23	5	17	16	-40	8	18	12	-21	32
1969 1st quarter	103	11	10	- 7	59	21	8	17	23	63
2nd quarter	32	-10	8	- 3	33	- 2	6	19	—	13
3rd quarter	-24	17	-10	-22	-17	9	- 1	-30	22	-17
4th quarter	100	-15	43	6	53	5	9	17	14	69
1970 1st quarter	64							3	15	47

(Continued on next page)

INDUSTRY'S STOCKS, *continued*

Table 3. Value of the physical increase of stocks held by wholesalers at 1963 prices seasonally adjusted

£ million

	Total wholesalers	General wholesale distributors	Dealers in coal, builders' materials, etc.	Dealers in industrial materials and machinery
Level of stocks at end 1969	1,212	759	119	334
1960	50	27	4	19
1961	38	27	—	11
1962	22	4	4	15
1963	31	14	5	11
1964	91	47	13	30
1965	49	23	5	21
1966	19	13	—	7
1967	10	5	—	5
1968	81	54	3	24
1969	-22	-25	—	4
1964 1st quarter	11	—	5	6
2nd quarter	21	10	1	10
3rd quarter	19	4	7	7
4th quarter	41	33	—	7
1965 1st quarter	- 3	- 9	1	6
2nd quarter	1	—	- 2	3
3rd quarter	20	13	2	5
4th quarter	31	19	5	7
1966 1st quarter	- 5	- 6	4	- 2
2nd quarter	- 3	- 2	- 1	- 1
3rd quarter	21	19	- 3	5
4th quarter	7	2	—	6
1967 1st quarter	- 2	-14	8	9
2nd quarter	1	8	- 6	- 1
3rd quarter	-10	- 7	2	- 6
4th quarter	22	18	1	2
1968 1st quarter	8	9	3	- 5
2nd quarter	23	12	2	9
3rd quarter	12	13	- 2	—
4th quarter	39	20	—	19
1969 1st quarter	-14	-22	8	6
2nd quarter	- 6	-12	- 8	9
3rd quarter	- 9	- 3	1	- 7
4th quarter	7	12	- 1	- 4
1970 1st quarter	-13			

Table 4. Increase in the book value of industry's stocks

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1969	12,126	8,962	1,484	1,680
1960	690	591	56	44
1961	416	312	43	61
1962	155	78	32	45
1963	360	250	48	63
1964	815	593	133	90
1965	628	489	74	66
1966	458	365	48	44
1967	137	69	47	21
1968	690	371	140	179
1969	960	797	45	118
1964 1st quarter	208	138	15	55
2nd quarter	230	185	32	13
3rd quarter	187	116	65	7
4th quarter	191	154	21	15
1965 1st quarter	195	124	2	69
2nd quarter	162	153	14	- 5
3rd quarter	172	108	62	2
4th quarter	99	104	- 4	—
1966 1st quarter	250	162	7	81
2nd quarter	173	138	10	25
3rd quarter	97	69	51	-23
4th quarter	-62	- 4	-20	-39
1967 1st quarter	36	-14	-16	66
2nd quarter	26	18	1	7
3rd quarter	6	18	20	-41
4th quarter	70	48	33	-11
1968 1st quarter	148	10	24	114
2nd quarter	209	150	30	29
3rd quarter	164	115	56	- 7
4th quarter	169	96	30	43
1969 1st quarter	329	222	3	104
2nd quarter	214	202	7	6
3rd quarter	175	143	49	-17
4th quarter	242	230	-13	25
1970 1st quarter	340	276	14	49

Notes relating to Tables 1 to 4

The analyses by industry group follows the Standard Industrial Classification (1963 consolidated edition):
Manufacturing Orders III to XVI.
Distributive Trades Order XX
Wholesale M.L.H. 810, 831, 832
Retail M.L.H. 820

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree, and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error in the quarterly seasonal adjustments.

REPORTS FOR UNITED KINGDOM EXPORTERS ON OVERSEAS REPRESENTATIVES

INFORMATION ABOUT the commercial standing of overseas representatives is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of overseas representatives, the scope of their activities, and the size of their organization, and their suitability to act as your agent. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

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Table 5. The relationship of manufacturers' stocks to manufacturing production

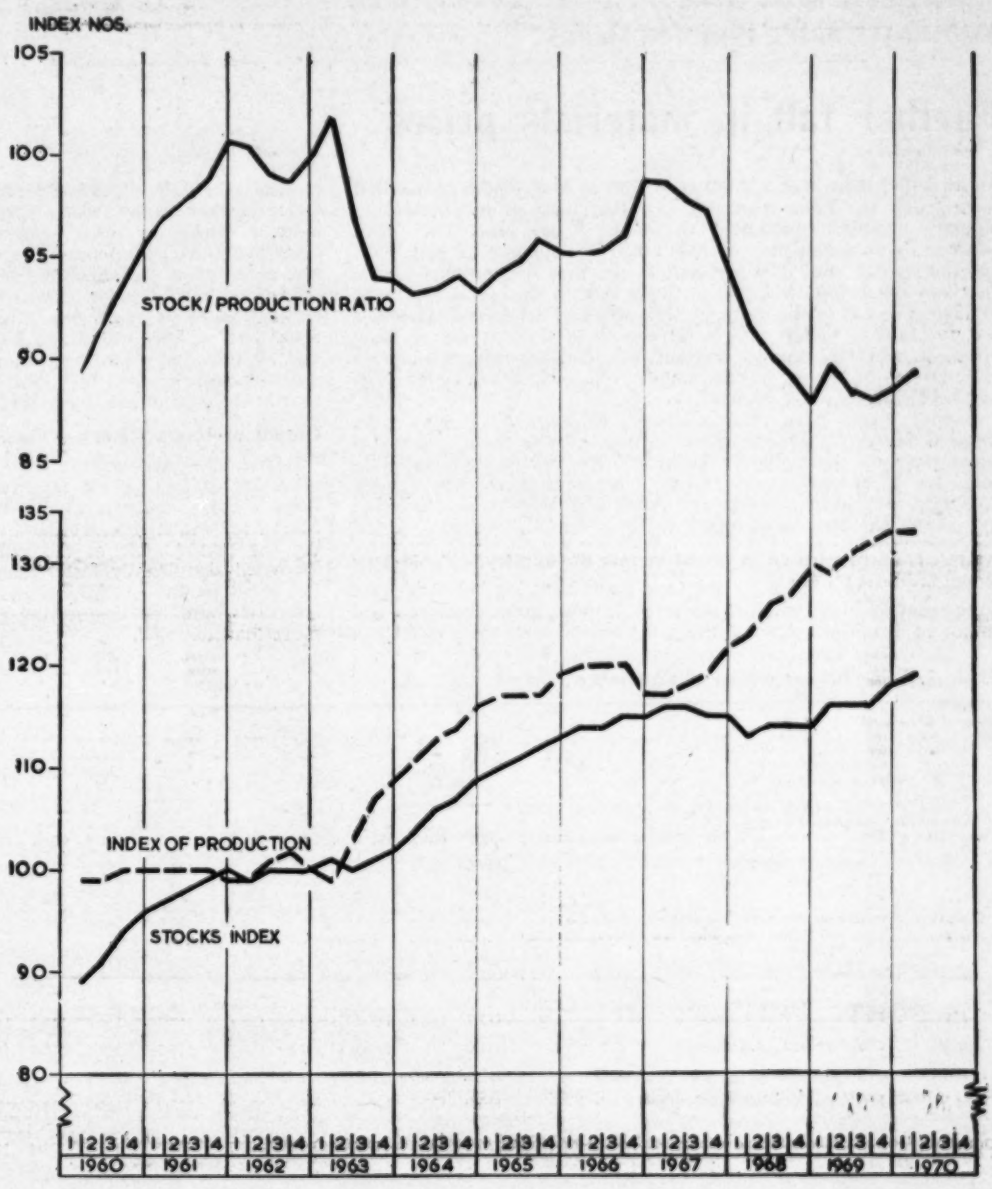
		Index numbers – 4th quarter – 1962 = 100 seasonally adjusted		
		Stock levels at 1963 prices	Production (with 1963 net output weight)	Ratio of Stocks to Production
1960 Q	1	89	99	89·4
	2	91	99	91·5
	3	94	100	93·8
	4	96	100	95·6
1961 Q	1	97	100	97·0
	2	98	100	97·8
	3	99	100	98·9
	4	100	99	100·7
1962 Q	1	99	99	100·4
	2	100	101	99·2
	3	100	102	98·7
	4	100	100	100·0
1963 Q	1	101	99	102·0
	2	100	103	97·1
	3	101	107	94·0
	4	102	109	93·9
1964 Q	1	104	111	93·2
	2	106	113	93·5
	3	107	114	94·1
	4	109	116	93·4
1965 Q	1	110	117	94·3
	2	111	117	94·7
	3	112	117	95·9
	4	113	119	95·2
1966 Q	1	114	120	95·1
	2	114	120	95·4
	3	115	120	96·1
	4	115	117	98·9
1967 Q	1	116	117	98·8
	2	116	118	97·9
	3	115	119	97·3
	4	115	122	94·5
1968 Q	1	113	123	91·8
	2	114	126	90·2
	3	114	127	89·3
	4	114	130	88·0
1969 Q	1	116	129	89·8
	2	116	131	88·6
	3	116	132	88·0
	4	118	133	88·6
1970 Q	1	119	133	89·5

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The 1963 index of production has been rebased on the fourth quarter of 1962 for the purposes of this table. Estimates for the years preceding 1962 are based on the previous 1958 based index.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.



Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1969, but any later changes known to have come into operation are shown. 37s. 6d. (*by post* 39s.)

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

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WHOLESALE PRICE INDEX NUMBERS

Further fall in materials prices

AS IN APRIL, there was a small reduction in May in the provisional price index for basic materials and fuel used in manufacturing industry, together amounting to about ½ per cent. The index however remained higher in May than at the end of last year, but the overall rise of ½ per cent in the first five months of the year was much less than that of 4 per cent in the last five months of 1969. The fall in the index in May reflected lower average prices for non-ferrous metals. There were marked fluctuations in these prices on world commodity markets (particularly those for copper and tin) in the course of the month, which were associated with similar trends in stock markets.

Output prices have risen relatively sharply so far this year. Revised figures for March show that the increase for all manufactured products (home sales) during the first quarter amounted to just over 2 per cent, against under 1 per cent in the first quarter last year. Provisional figures for April and May do not indicate any change in the rate of increase.

Materials and fuel used in broad sectors of industry – Table 1

The provisional index for the food manufacturing industries rose ¾ per cent in May, with an increase for both home-produced and imported materials. Among the non-food sectors, the overall fall in basic materials prices had a particular impact on the engineering sector index numbers, where non-ferrous metals are of importance index numbers for other sectors rose because higher prices for other materials, including purchases from other sectors of manufacturing, outweighed the reduction in metals. The index for the paper industries rose ½ per cent due to higher wood pulp prices. The provisional index numbers for other sectors of manufacturing rose ¼ per cent or less. All sector index numbers have risen since the end of 1969 but at markedly different rates, ranging from 1 per cent for materials and fuel used by the textile industries to 5½ per cent in the case of the paper industries.

Output of broad sectors of industry (Home Sales) – Table 2

Provisional index numbers for all sectors rose in May with the exception of that for the steel industries, which has changed little since a major increase in February. Revised index numbers for March for which full information is now available, show that during the first quarter of the year, index numbers for all sectors increased significantly faster than during the last quarter of 1969. For most sectors – clothing and footwear, the timber and paper industries, and the engineering groups – the rate of increase was more than doubled.

Table 1. Price Index numbers of materials purchased **1963 = 100**

1968 SIC		1969				1970	1969				1970				
		1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	May	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr. p	May p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY														
Orders III to XIX	Basic materials and fuel used in manufacturing industry:	119·6	120·3	121·4	124·1	126·3	120·2	122·8	124·4	125·2	125·9	125·9	127·0	126·7	126·2
	Basic materials	119·6	120·5	121·8	124·7	126·7	120·4	123·2	124·9	125·9	126·4	126·2	127·4	127·1	126·5
	†Fuel	119·9	119·8	119·8	120·9	124·0	119·8	120·9	120·9	120·9	122·6	124·7	124·7	124·7	124·7
Orders IV to XIX	Basic materials and fuel used in manufacturing industry other than food, drink and tobacco manufacturing industries:	122·3	124·2	126·1	127·3	130·1	123·9	125·9	127·5	128·4	129·4	130·0	130·8	130·4	129·0
	Basic materials other than fuel	122·8	125·2	127·5	128·7	131·5	124·8	127·0	129·0	130·2	130·9	131·3	132·3	131·7	130·0
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY														
211-229	Food manufacturing industries	113·7	112·5	112·4	118·0	119·4	112·7	116·8	118·3	119·0	119·3	118·5	120·3	120·4	121·3
Order V	Chemicals and allied industries	115·2	116·2	116·8	118·7	120·7	116·2	117·5	118·9	119·6	119·7	120·6	121·9	122·0	122·2
311 and 312	Steel industries	115·3	115·6	116·9	118·8	123·3	115·5	117·8	118·7	120·0	121·5	124·1	124·4	124·1	124·2
Order VII (excluding MLH 342)	Mechanical engineering industries	120·0	122·6	126·8	130·7	136·6	122·2	129·0	130·6	132·4	133·3	137·6	138·8	139·3	138·9
Order IX	Electrical engineering industry	136·7	143·2	149·5	153·3	158·7	142·6	149·6	153·4	156·9	155·8	158·3	162·1	162·7	160·1
361	Electrical machinery industry	128·2	132·5	137·5	141·6	147·5	132·0	139·2	141·7	143·8	144·4	147·7	150·4	151·3	150·7
Order XIII	Textile industries	103·7	104·3	103·4	102·8	103·6	104·7	102·8	102·7	102·9	103·4	103·8	103·6	103·8	104·1
Order XV	Clothing and footwear industries	114·2	116·0	116·3	116·8	117·6	116·1	116·7	116·7	117·0	117·4	117·7	117·7	119·3	119·4
Order XVII	Timber industries	124·4	126·0	127·8	129·3	131·6	126·0	128·8	129·3	129·8	130·5	131·7	132·6	133·2	133·5
481-484	Paper industries	118·0	119·4	121·8	123·6	129·4	119·5	122·7	123·8	124·3	128·2	130·0	130·0	130·6	131·4
Order XX	Construction materials	116·6	118·1	119·9	121·9	124·9	118·0	120·7	121·9	123·0	123·6	125·1	126·2	127·2	127·7
Part of Order XX	House building materials	118·9	120·6	122·3	124·1	127·1	120·5	122·9	124·2	125·2	125·9	127·2	128·3	129·2	129·8

† Coal (except for carbonising), gas and electricity. Crude oil and coal for carbonizing are included in basic materials.

NOTES ON WHOLESALE PRICE INDEX NUMBERS

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in the *Board of Trade Journal* of February 25, 1970.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between that sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries for index numbers should be made to 01-222 7877, Ext. 3549 (Engineering), 3548 (Non-Engineering) and 3411 for all other information.

Table 2. Price index numbers of output — 1963 = 100

1968 SIC		1969				1970	1969				1970				
		1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	May	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr. p	May p
	OUTPUT OF MANUFACTURED PRODUCTS														
Orders III to XIX	All manufactured products: Total sales	119·5	120·3	121·3	122·7	125·1	120·3	122·2	122·6	123·4	124·4	125·1	126·0	126·5	126·7
	Home sales	118·2	119·2	120·3	121·7	124·2	119·2	121·1	121·6	122·4	123·4	124·1	125·0	125·7	126·0
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco: Total sales	117·0	117·8	118·9	120·5	122·8	117·8	120·0	120·3	121·0	122·1	122·8	123·9	124·5	124·7
	Home sales	114·1	115·1	116·5	118·0	120·6	115·1	117·5	117·9	118·6	119·5	120·5	121·6	122·4	122·7
	OUTPUT OF SELECTED BROAD SECTORS OF INDUSTRY														
211-229	Products of the food manufacturing industries: Home sales	117·0	118·0	118·8	120·6	124·1	117·9	119·9	120·5	121·5	123·6	123·9	124·8	125·2	125·9
Order V	Chemicals and allied industries: Total sales	109·0	109·3	109·9	110·3	112·0	109·1	110·1	110·2	110·5	111·3	111·9	112·8	113·3	113·4
	Home sales	105·7	105·9	106·7	107·4	108·3	105·7	107·2	107·4	107·7	107·7	108·4	108·9	109·6	109·8
311 and 312	Steel industries: Total sales	108·8	110·1	114·7	119·0	127·1	109·4	117·4	119·0	120·7	122·7	129·0	129·6	129·7	129·7
	Home sales	107·6	108·7	114·3	118·7	127·2	107·9	117·3	118·4	120·5	121·8	129·8	130·1	130·2	130·2
Orders VII to XII	Engineering and allied industries: Total sales	118·1	118·7	120·2	122·0	124·5	118·7	121·5	121·8	122·4	123·4	124·3	125·9	126·3	126·4
	Home sales	114·9	116·2	118·3	120·2	123·3	116·2	119·6	120·1	121·0	121·9	123·1	124·9	125·5	125·7
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	117·2	118·7	120·9	122·8	126·3	118·6	122·1	122·7	123·6	124·9	126·0	127·9	128·5	128·6
Order IX	Electrical engineering: Home sales	113·7	115·0	117·3	119·3	121·7	115·1	118·9	119·3	119·7	120·7	121·3	123·2	124·1	124·5
Order XIII	Textile industriss other than clothing: Total sales	111·6	112·6	113·1	113·9	114·5	112·6	113·5	114·1	114·0	114·5	114·4	114·8	115·8	116·1
	Home sales	110·4	111·3	111·8	112·4	113·1	111·4	112·2	112·4	112·5	112·8	113·1	113·4	114·7	115·0
Order XV	Clothing and footwear: Home sales	110·6	111·3	111·8	112·3	113·3	111·5	112·2	112·3	112·4	112·9	113·1	113·8	113·9	114·2
Order XVII	Timber industries: Home sales	121·3	122·2	123·2	124·2	127·2	122·3	124·0	124·2	124·3	125·8	127·1	128·8	128·9	129·2
481-484	Paper industries: Home sales	116·1	117·2	118·7	120·8	125·7	117·1	120·4	120·8	121·3	123·4	126·3	127·5	127·8	127·8
Order XX	New construction‡	122	123	124	124					124					

‡ Index of building costs figures relate to average for the quarter.

Table 3 (a). Commodities produced in the United Kingdom — 1963 = 100

1968 SIC		1969		1970			1968 SIC		1969		1970		
		May	Nov.	Mar.	Apr. p	May p			May	Nov.	Mar.	Apr. p	May p
101	Coal	111·1	117·6	128·4	128·5	124·3	271	General chemicals	103·9	104·7	104·7	105·2	105·6
102/2	Slates	120·6	120·6	120·6	120·6	120·6	272	Pharmaceutical chemicals	94·1	96·8	99·7	103·4	103·6
109/3	Salt	93·9	97·2	97·2	93·9	93·9	272	Pharmaceutical preparations	94·6	95·0	95·8	96·1	96·5
211	Flour	122·5	122·5	122·5	122·5	122·5	273	Toilet preparations	123·0	124·2	127·0	127·9	128·5
216	Sugar, refined	96·3	95·1	94·9	94·7	93·8	274	Paint	104·8	104·8	106·6	108·5	108·6
217	Chocolate and sugar confectionery	123·8	125·7	132·0	133·0	133·2	275	Soap	119·5	124·3	128·8	130·4	130·5
231	Beer	139·6	140·2	145·3	145·3	145·3	275	Soapless detergents	103·3	108·9	108·9	108·7	108·7
240	Tobacco and cigarettes	138·4	138·4	138·4	138·4	138·4	276/1	Synthetic resins and plastics materials	96·5	97·3	98·2	98·4	98·6
262	Motor spirit, standard grade (including duty)	146·5	146·5	146·5	146·5	146·5	279/7	Photographic paper and films and photochemical materials	118·4	118·4	119·6	119·6	119·6
262	Medium fuel oil (950 secs.)	111·6	108·1	108·1	108·1	108·1	311/2	Steel sheets	102·2	109·9	121·9	121·9	121·9
263	Lubricating oils and greases	110·1	111·1	113·3	113·3	113·3	311/2	Tinplate	108·4	115·9	126·5	126·5	126·5
							311/2	Other finished steels	108·4	119·6	131·0	131·2	131·2

(*Continued on next page*)

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WHOLESALE PRICES INDEX NUMBER 1963=100

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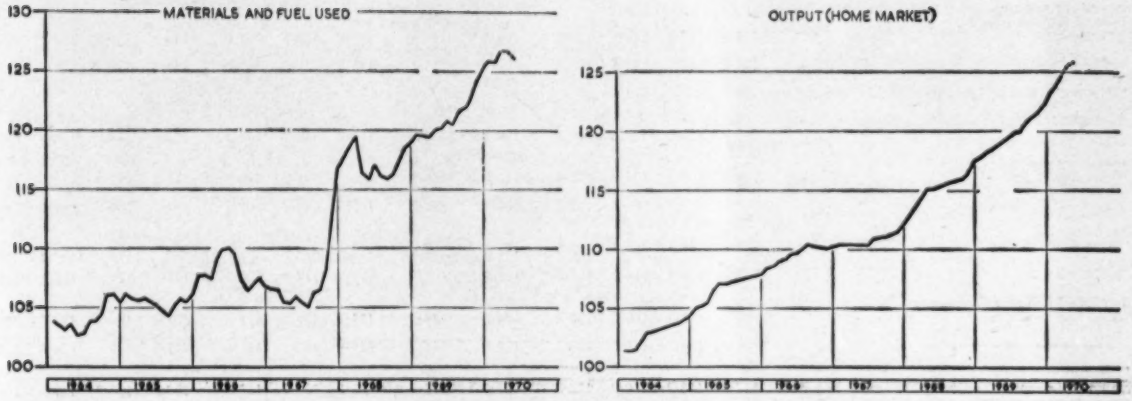
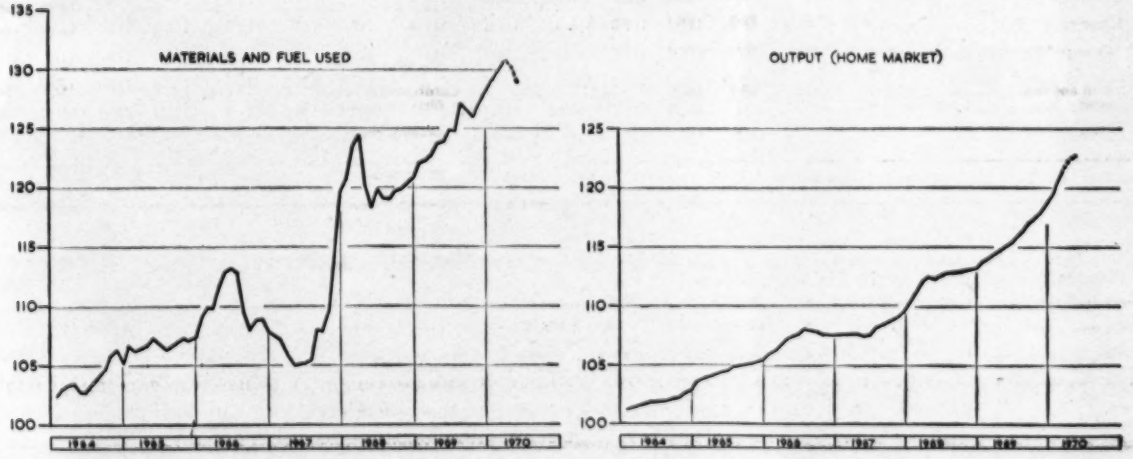
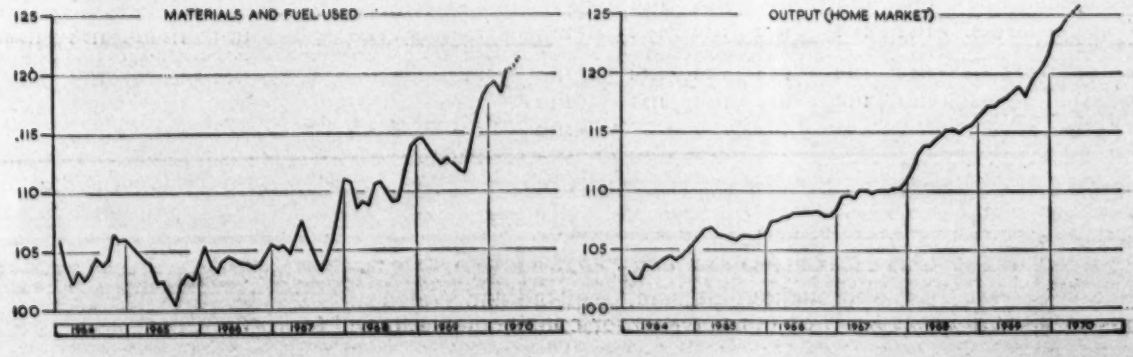


MANUFACTURING INDUSTRY
(Other than food, drink and tobacco)



FOOD MANUFACTURING INDUSTRY



WHOLESALE PRICES, *continued*

Table 3 (a) (*Continued*). Commodities produced in the United Kingdom 1963 = 100

1968 SIC		1969		1970		
		May	Nov.	Mar.	Apr. p	May p
312	Steel tubes	114·0	124·2	139·7	139·7	139·7
313/3 and 313/4	Iron castings	117·3	119·2	124·9	126·3	126·7
321	Aluminium and aluminium alloy products:					
	Rolled	134·8	139·1	139·1	139·1	141·9
	Extruded and drawn	134·3	137·8	137·8	137·8	140·7
	Castings	139·9	142·1	151·1	151·1	153·3
	Forgings	117·8	124·3	129·6	129·6	129·6
322	Brass ingot 65-35 B.S. 1400: B.3 delivered	242·4	265·9	291·8	297·1	284·2
353/1	Dental goods	125·7	135·4	136·0	135·9	135·6
365/1	Gramophone records, etc.	104·5	103·3	103·2	103·2	104·2
368	Domestic electrical appliances	104·2	105·3	108·0	108·2	108·3
391	Tools and implements	123·5	128·3	133·4	134·2	135·3
392	Cutlery, spoons and forks	119·0	124·3	129·7	130·0	130·2
	Cutlery (other than razors and razor blades)	123·1	131·2	135·6	135·9	136·1
	Spoons and forks	140·3	144·3	155·9	156·6	157·3
399/6	Domestic hollow-ware	143·9	146·5	157·3	157·2	157·9
399/7	Vats, tanks, cisterns and other industrial hollow-ware	113·5	118·7	129·7	129·7	129·7
399/9	Domestic gas appliances	102·0	102·6	102·7	102·7	102·7
411	Man-made fibres	87·0	87·6	88·3	89·1	89·1
412, 414/5 and 415	Man-made fibre yarns	102·1	102·0	105·4	106·4	106·8
412/1	Cotton and cotton mixture yarns	135·2	136·2	140·7	142·4	..
413/1	Cotton cloth	132·5	135·5	139·4	142·6	..
413/5	Man-made fibres fabrics	108·2	109·2	110·3	112·5	112·6
413/6	Linen	125·1	127·8	133·0	133·0	133·0
414/1	Wool tops	88·0	84·4	83·0	83·4	83·8
414/2	Worsted yarn	101·2	99·0	99·8	101·5	103·2
414/5	Woollen fabric	113·4	113·9	113·2	113·7	114·4
415/1	Jute yarn	155·8	151·8	153·7	153·7	154·6
415/2	Jute piece-goods	147·0	147·0	147·0	147·0	147·0
416	Rope, twine and net	98·5	100·4	102·3	103·2	104·6
417	Hosiery and other knitted goods	99·0	99·1	98·5	98·5	98·6
419	Carpets and rugs	114·1	115·3	116·5	118·7	119·5
422/2	Canvas goods and sacks	109·4	112·6	109·9	109·9	109·9
431/1	Leather for footwear	141·2	139·0	135·7	..	..
432/1	Travel goods	118·1	120·1	123·1	124·0	124·0
441-449	Made-up clothing	111·2	112·1	113·3	113·5	113·7
441	Weatherproof outerwear	106·5	107·1	107·9	107·9	107·9
442	Men's and boys' tailored outerwear	109·5	110·2	111·8	111·9	112·0
443	Women's and girls' tailored outerwear	113·6	114·5	116·6	116·9	117·4
445/1	Women's and girls' light outerwear	114·4	115·2	115·5	115·5	115·6
450	Footwear	111·9	112·5	114·4	114·7	115·2
461/1	Refractory goods, including bricks	115·4	120·7	120·8	120·8	120·8
461/2	Non-refractory goods, including bricks	111·6	113·9	115·5	115·6	116·9
	Building bricks, fletton, common, *delivered*	116·2	120·7	125·9	125·9	125·9
	Building bricks, common, other than fletton, *ex-works*	119·5	121·3	123·3	123·7	124·7
462/3	Domestic china and earthenware	126·8	131·6	133·8	135·4	137·0
463/1	Glass (other than containers)	112·1	112·8	113·8	115·8	117·9
463/2	Glass containers	113·1	114·6	117·2	117·2	117·2
464	Cement, delivered	109·0	115·8	121·1	126·9	126·9
469/1	Abrasive paper and cloth	113·8	120·2	120·2	120·2	120·2
469/2	Cast stone and cast concrete products	110·7	111·5	112·5	112·5	112·5
471/1	Home-grown hardwood, sawn	111·7	115·5	116·1	116·5	116·6
471/2	Building joinery	127·9	131·0	137·9	137·9	137·9
472	Domestic furniture	120·8	122·1	126·4	126·4	126·5
473	Bedding, etc.	119·2	122·3	126·4	126·5	127·9
481	Paper and board	116·0	119·4	125·8	126·3	126·4
482/1	Cardboard boxes, cartons and fibreboard packing cases	121·6	126·0	134·1	134·5	134·5
482/2	Packaging products of paper, etc.	113·8	118·9	124·0	124·0	124·0
	Paper bags	112·0	115·3	121·3	121·3	121·1
483	Manufactured stationery	119·2	123·3	128·6	128·7	128·7
484/1	Wallpaper	124·2	124·1	142·8	142·8	142·8
491/1	Rubber tyres and tubes	112·1	113·6	116·9	117·0	117·8
491/2	Rubber goods (other than tyres and tubes)	112·8	118·5	122·4	123·4	123·4
492	Linoleum and felt base	129·7	132·1	136·3	139·9	139·9
493	Brushes and brooms	115·0	116·3	121·5	126·0	126·0
494/1	Toys and games	119·0	119·7	126·7	126·8	126·8
494/2	Perambulators, etc.	120·9	122·8	124·0	124·4	124·4
494/3	Sports equipment	113·0	114·8	116·9	116·9	..
495/1	Pens and pencils	114·5	117·0	117·2	117·2	117·7
495/2	Other stationers' goods	115·0	115·4	116·0	116·3	116·3
496/2	Plastics products (other than components and accessories)	93·6	95·2	97·2	97·4	98·2

(*Continued on next page*)

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance*

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HMSO

WHOLESALE PRICES, *continued*

Table 3 (b). Commodities wholly or partly imported into the United Kingdom **1963 = 100**

	1969		1970		
	May	Nov.	Mar.	Apr.	May
Hides and skins	168·9	154·1	137·3	139·0	135·7
Imported	163·9	146·6	141·6	141·5	136·1
Native	175·7	164·3	131·6	135·6	135·1
Non-ferrous metals:					
Aluminium, virgin ingot delivered	136·7	141·8	141·8	143·1	144·4
Copper, ex-ship, wharf or warehouse†	251·5	294·6	316·7	314·5	288·7
Lead, ex-ship, wharf or warehouse†	185·1	210·5	223·7	214·1	208·9
Nickel, refined, delivered§	153·6	162·1	190·0	187·0	187·0
Tin ingot, min. 99·75% settlement price†	156·1	169·5	176·6	179·1	174·0
Zinc, ex-ship, wharf or warehouse†	153·6	170·5	163·1	161·6	160·8
Oil, resins and gums:					
Palm oil, c.i.f., in bulk	91·5	112·5	123·8	125·4	131·8
Whale oil, crude	131·4	150·1	163·9	166·5	176·9
Pyrites, c.i.f., United Kingdom ports	156·5	159·7	169·4	149·7	..
Natural rubber	110·4	99·9	95·7	92·6	90·3 p
Sulphur, crude (for acid making), c.i.f.	205·5	166·9	124·9	124·9	..
Textiles:					
Cotton, raw	106·2	103·8	105·5	106·0	106·5 p
Jute, raw, PWC grades, c.i.f. Dundee	177·5	157·6	161·3	162·6	164·4
Jute, raw, PWB grades, c.i.f. Dundee	160·3	143·0	148·1	149·2	150·9
Silk, raw, delivered mill	133·0	148·7	169·5	170·9	170·9 p
Sisal, East Africa, No. 1 grade, c.i.f. London	52·3	51·6	45·6	46·1	..
Wool, raw	85·8	79·1	77·3	78·3	78·1 p
Crossbred, medium and coarse, c.i.f. UK	71·9	65·0	66·3	69·0	68·5 p
Cross, fine, c.i.f. UK	86·0	79·6	76·4	76·3	76·3 p
Merino, c.i.f. UK	95·9	87·2	83·5	84·3	84·3 p
Timber:					
Imported hardwood (ex-yard or wharf)	133·1	134·3	137·7	138·0 p	138·5 p
Imported plywood (delivered to consumers)	134·2	138·5	142·5	143·1	143·1
Imported softwood (delivered to consumers)	131·9	134·3	136·8	137·2	..
Woodpulp, imported	124·0	130·1	137·3	137·5	139·5 p

†L.M.E. mean of buyers' and sellers' prices at close of morning session.
§Producers' price.

INDEX NUMBERS OF WHOLESALE PRICES

The index numbers of wholesale prices relative to 1963 = 100 *supersede those previously published on the base* 1954 = 100. *For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the Board of Trade will continue to publish indices relating to materials used in broad sectors of industry on the base* 1954 = 100 *until December* 1971. *From January* 1969 *the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the* 1963 = 100 *Series. For users of other* 1954 *based index numbers who wish to continue the series in this way, conversion factors will be provided on request.*

Price index numbers of materials purchased **1954 = 100**

1958 SIC		1970		
		Mar.	Apr. p	May p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY			
Orders III to XVI	Basic materials and fuel used in manufacturing industry	130·0	129·8	129·2
	Basic materials	125·5	125·2	124·6
	Fuel	165·4	165·4	165·4
Orders IV to XVI	Basic materials and fuel used in manufacturing industry other than food, drink and tobacco manufacturing industries	134·3	133·8	132·4
	Basic materials other than fuel	128·8	128·2	126·6
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY			
211 to 229	Food manufacturing industries	122·4	122·5	123·4
263 to 277	Chemicals and allied industries	131·0	131·1	131·3
331 to 349 (excluding 342)	Mechanical engineering industries†	183·4	184·1	183·5
351	Electrical machinery industry	181·3	182·4	181·7
Order X	Textile industries	100·8	101·0	101·3
Order XIV	Timber industry	146·9	147·6	147·9
481 to 483	Paper industries	137·4	138·0	138·8
Order XVII	Construction materials	154·5	155·8	156·3
Part of Order XVII	House building materials	157·4	158·5	159·2

† Revised figure for January 1970: 176·1.

Leaders of the Russian State buying organization, Mashpriborintorg, paid a one day flying visit to the Dynamco factory in Broxburn, Scotland, recently to finalize on future trading arrangments between the company and the USSR. They also saw how well the company move from Chertsey, due for completion by the end of June, was progressing. The transferring of the research and development laboratories was such that already successful recruitment of engineers had affected the nucleus of new teams in support of those at Broxburn. In the picture are Mr. Nicolai Masjukov (centre), vice-president of the organization, Mr. George Kiseley, director (second right), and Mr. Vladimir Khartakov, from the Russian Embassy, London (extreme left). Mr. Deryk Wiseman, general manager, Dynamco (second left) and Mr. Andy Mellish, works manager (right) conducted the group around the plant.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (606 6699). *The department has* 20 *local offices in various parts of the United Kingdom. A list is given on page* 488 *of February* 25 *issue of the* Board of Trade Journal.

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales for March 1970 was 116. This represents an increase of 10 per cent on the index for March 1969, the base index being 100 in 1965.

All the main groups showed increases, clothing and footwear, durable goods and miscellaneous non-food shops being especially prominent with respective increases of 18 per cent, 10 per cent and 13 per cent. The estimated volume of sales (taking into account price increases) increased by 4 per cent as compared with March 1969.

The index of value for the first quarter of 1970 was 115, an increase of 6 per cent over the corresponding quarter of 1969.

Further details may be had on application to the Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 215).

Index numbers of value of sales per week *and percentage increases compared with a year earlier*

1965 = 100

	All kinds of business		Food shops		Non-food							
					Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
1966	102		106		99		98		98		102		92	
1967	103	*1*	109	*3*	100	*1*	95	*-3*	99	*1*	103	*2*	94	*3*
1968	109	*6*	118	*8*	104	*4*	100	*4*	106	*7*	107	*3*	101	*7*
1969	114	*4*	125	*6*	107	*3*	104	*4*	109	*3*	108	*2*	104	*3*
1968 2nd quarter	109	*6*	119	*7*	103	*5*	97	*3*	107	*13*	107	*3*	96	*9*
3rd quarter	107	*6*	115	*7*	103	*5*	93	*3*	103	*6*	110	*4*	93	*8*
4th quarter	115	*5*	125	*12*	109	*1*	115	*4*	104	*-6*	104	—	124	*5*
1969 1st quarter	109	*3*	126	*11*	98	*-3*	92	*-1*	96	*-12*	104	*-2*	88	*-4*
2nd quarter	115	*5*	128	*8*	106	*3*	103	*6*	113	*6*	107	—	102	*7*
3rd quarter	111	*4*	120	*5*	106	*3*	96	*3*	110	*7*	113	*2*	95	*2*
4th quarter	121	*5*	127	*1*	117	*7*	125	*9*	116	*11*	110	*6*	132	*6*
1970 1st quarter	115	*6*	128	*1*	107	*9*	105	*14*	108	*12*	112	*7*	96	*9*
1969 March	106	*1*	129	*12*	92	*-7*	86	—	86	*-17*	96	*-8*	98	—
April	114	*3*	132	*10*	103	*-2*	98	*5*	106	*-3*	105	*-4*	98	*-2*
May	118	*4*	130	*8*	111	*2*	108	*12*	113	*6*	113	*-4*	104	*8*
June	113	*9*	124	*8*	106	*9*	104	*2*	120	*13*	103	*9*	105	*16*
July	116	*5*	121	*7*	113	*4*	104	*8*	116	*7*	120	*1*	100	*5*
August	113	*3*	125	*8*	105	—	92	—	110	*5*	115	*-1*	89	—
September	105	*3*	115	—	99	*6*	91	*1*	104	*8*	103	*9*	94	*-1*
October	113	*3*	123	*1*	107	*4*	108	*6*	114	*4*	103	—	112	*11*
November	115	*4*	127	—	108	*7*	123	*12*	106	*7*	102	*5*	106	*3*
December	135	*7*	130	*2*	137	*11*	144	*7*	128	*23*	126	*12*	178	*6*
1970 January	115	*2*	121	*-1*	112	*4*	114	*8*	120	*9*	115	*3*	87	*-6*
February	114	*7*	129	*1*	106	*12*	100	*16*	108	*17*	111	*7*	94	*26*
March	116	*9*	134	*4*	105	*13*	102	*18*	95	*10*	109	*13*	107	*9*

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in April showed a decrease of 5 per cent on a year earlier, compared with increases of 3 per cent in February and 6 per cent in March.

The value of stocks at the end of April was 2 per cent higher than a year earlier.

Table 1. Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stock end period	
1966	110	*- 3*	..	..
1967	104	*- 5*	..	..
1968	108	*4*	..	..
1969	103	*- 5*	..	..
1968 2nd quarter	93	*3*	129	*- 6*
3rd quarter	105	*1*	146	*- 2*
4th quarter	132	*3*	126	*8*
1969 1st quarter	88	*-13*	153	*13*
2nd quarter	98	*5*	138	*7*
3rd quarter	100	*- 4*	157	*8*
4th quarter	124	*- 6*	147	*17*
1970 1st quarter	90	*2*	161	*5*
1969 April	108	*12*	143	*9*
May	96	*- 1*	149	*8*
June	90	*6*	138	*7*
July	76	*- 8*	149	*12*
August	93	*- 3*	153	*7*
September	131	*- 3*	157	*9*
October	141	*- 4*	139	*3*
November	118	*-14*	154	*15*
December	114	*1*	147	*17*
1970 January	60	*- 4*	140	*8*
February	92	*3*	154	*8*
March	119	*6*	161	*5*
April	103	*- 5*	146	*2*

Table T. *Analysis by department*

Percentage increase compared with a year earlier

	Sales		Stocks‡
	April 1970	January-April 1970	April 1970
Women's knitted outerwear, blouses and skirts	*-16*	*2*	*14*
Women's coats, costumes, furs and raincoats	*- 6*	*5*	*- 7*
Women's underwear	*-17*	*-10*	*-10*
Women's hose and children's socks	*- 3*	*-10*	*1*
Women's millinery	*20*	*- 5*	*-22*
Haberdashery, ribbons and wool	*-14*	*-20*	*-17*
Children's wear	*- 5*	*- 5*	*7*
Men's and boys' shirts, pyjamas and outfitting	—	*7*	*- 4*
Gloves	*-17*	*- 1*	*1*
Piece-goods and nets	*-32*	*-18*	*-22*
Household textiles	*-43*	*-25*	*- 9*
Floor coverings, furniture and hardware	*3*	*8*	*5*
Total†	*- 5*	—	*2*

† Including some items not included among the sub-headings. ‡ Values at cost

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

Turnover of the catering trades, laundries and dry cleaners and hairdressers in April

Note: All figures in this commentary are at current prices

THE TURNOVER of the catering trades in March and April taken together, was 8 per cent higher than a year earlier, a slightly larger increase than was recorded on average in the first two months of the year or in 1969 as a whole compared with 1968. The turnover of laundries and dry cleaners was 2 per cent higher in March and April 1970 combined than in the corresponding period of last year, a smaller increase than in the first two months of this year but a little more than the increase between the calendar years 1968 and 1969. Hairdressers' turnover in March-April was 2 per cent less than in the same months of 1969, following a small increase recorded on average in January-February. Comparisons with a year earlier of turnover in March or April separately are affected by Easter, which fell in the March trading period in 1970 but in the April period in 1969.

After allowing for seasonal movements, turnover in the catering trades in the three months ended April was nearly 4 per cent higher than in the previous three months, continuing the recent upward trend.

Catering trades turnover

Seasonally adjusted index numbers of sales per week 1964 = 100

	1968	1969	1970		
1st quarter	116	122	133		
2nd quarter	116	126			
3rd quarter	118	126			
4th quarter	122	129		3 months ended January 1970	129
				3 months ended April 1970	134

Licensed hotels and holiday camps increased their turnover by 11 per cent in March and April compared combined with a year earlier, a rather low increase in April offsetting the high one in March. The timing of the Easter Holiday was similarly reflected in the turnover of public houses. However, in March and April combined compared with the same period of 1969 this increased by 9 per cent, similar to the increase recorded in 1969 as a whole compared with 1968. Restaurants, cafes and fish and chip shops increased their turnover by 6 per cent in March and April together compared with the same months last year, continuing the level of increases on a year earlier recorded in recent quarters. Canteens' turnover was 1 per cent higher than in March-April 1969, a 6 per cent increase in turnover in April more than offsetting a 3 per cent decrease in March.

Laundries and dry cleaners

The rise in turnover in March-April compared with the same period of 1969 was slightly larger for laundries than for dry cleaners. Dry cleaners' turnover has been higher than a year earlier so far this year, after falling in 1969 as a whole compared with 1968.

Hairdressers

The decrease in turnover in March-April was experienced by both men's and women's haridressers. In the case of men's hairdressers and hairdresser tobacconists this was the first decrease for nearly two years.

Table 1. Catering

Index numbers of turnover per week *and percentage increase on a year earlier*† 1964 = 100

Kind of business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Caterers (£1,985 million)	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967	113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968	117	100	120	135	115	96	100	103	115	114	128	135	138	132	115	109	119
	1969	126	107	128	145	123	108	104	109	124	124	136	147*	148	140	126	116	127
	1970		116				111	115	122	128								
	1969	*7*	*7*	*7*	*7*	*7*	*12*	*4*	*5*	*8*	*9*	*6*	*9*	*7*	*6*	*9*	*6*	*7*
	1970	*7§*	*9*				*3*	*10*	*12*	*3*								
Licensed hotels and holiday camps (£286 million)	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968	122	83	128	169	107	76	81	90	107	119	153	172	180	159	121	100	101
	1969	131	91	140	180	116	87	87	97	120	132	161	186*	191	165	130	107	112
	1970		103				95	99	113	127								
	1969	*8*	*9*	*9*	*6*	*9*	*14*	*6*	*8*	*12*	*11*	*6*	*8*	*6*	*4*	*7*	*8*	*11*
	1970	*12§*	*14*				*10*	*15*	*17*	*6*								
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968	116	101	116	139	109	96	103	103	115	108	122	135	142	140	113	108	108
	1969	122	104	123	147	116	103	103	105	120	116	130	145*	151	145	124	114	112
	1970		111				107	112	113	124								
	1969	*5*	*3*	*6*	*5*	*6*	*7*	—	*2*	*4*	*7*	*6*	*8*	*6*	*3*	*10*	*6*	*4*
	1970	*6§*	*7*				*4*	*8*	*8*	*3*								
Public houses (£1 033 million)	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968	118	102	121	128	120	100	101	105	119	115	127	130	130	125	115	111	131
	1969	128	111	131	140	130	115	107	112	129	127	135	144*	142	135	127	118	141
	1970		123				118	120	129	132								
	1969	*9*	*9*	*8*	*9*	*8*	*14*	*6*	*6*	*8*	*10*	*7*	*11*	*9*	*8*	*10*	*6*	*8*
	1970	*8§*	*10*				*2*	*12*	*15*	*2*								
Canteens (‡) (£145 million)	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968	109	114	107	101	116	110	114	117	106	113	104	99	97	104	114	121	114
	1969	113	120	113	104	117	119	119	123	111	116	111	99*	101	111	117	121	113
	1970		118				116	118	119	118								
	1969	*4*	*6*	*5*	*4*	*1*	*8*	*4*	*5*	*5*	*3*	*7*	*- 1*	*5*	*7*	*3*	—	*- 1*
	1970	—§	*- 2*				*- 2*	—	*- 3*	*6*								

† The monthly periods consist of four weeks, except those marked * which are of five weeks. The April 1970 period was the four weeks from April 5, 1970, to May 2, 1970 the April 1969 period was from March 30, 1969, to April 26, 1969.
‡ Includes catering contractors other than outside catering contractors which are included with restaurants, cafes, etc.
§ January-April.

Table 2. Laundries and dry cleaners (excluding launderettes)

Index numbers of turnover per week *and percentage increase on a year earlier†*

1966 = 100

Kind of business Turnover in 1966 (Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Laundries and Dry-Cleaners (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969	101	97	105	103	100	93	97	101	102	109	103	103*	101	104	106	104	92
	1970		98				96	100	98	110								
	1969	*1*	*1*	*2*	*2*	—	*4*	*– 1*	*1*	*2*	*4*	*1*	—	*1*	*–*	*2*	—	*– 2*
	1970	*2½*	*1*				*3*	*4*	*– 3*	*8*								
Laundries (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969	104	101	105	105	103	99	100	103	101	110	105	107*	103	105	108	108	96
	1970		101				103	103	97	112								
	1969	*3*	*3*	*3*	*4*	*2*	*4*	*2*	*4*	*3*	*4*	*2*	*2*	*3*	*6*	*3*	*2*	—
	1970	*3½*	—				*4*	*3*	*– 5*	*11*								
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969	97	92	103	99	95	84	91	98	103	108	100	96*	97	104	103	98	85
	1970		94				85	96	99	105								
	1969	*– 2*	*– 3*	—	*– 1*	*– 3*	*3*	*5*	*– 4*	*– 1*	*2*	*– 1*	*– 4*	*– 2*	*3*	—	*– 3*	*– 5*
	1970	*2½*	*2*				*—*	*5*	*1*	*2*								

For notes see Table 1.

Table 3. Hairdressers

Index numbers of turnover per week *and percentage increase on a year earlier†*

1966 = 100

Kind of business Turnover in 1966 (Provisional Estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Hairdressers (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	113
	1969	104	101	105	106	106	99	98	104	106	107	104	107*	108	103	105	104	107
	1970		101				99	101	102	103								
	1969	*1*	*3*	*1*	—	*– 1*	*5*	—	*3*	*1*	*4*	*– 1*	—	*1*	*– 1*	*2*	*1*	*– 5*
	1970	*—½*	—				*– 1*	*4*	*– 2*	*– 2*								
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1969	108	100	105	112	115	101	98	99	102	103	109	112*	114	110	111	108	122
	1970		103				103	105	100	100								
	1969	*3*	*2*	*2*	*3*	*4*	*1*	*1*	*4*	*1*	*5*	—	*2*	*5*	*1*	*4*	*4*	*1*
	1970	*2½*	*3*				*2*	*7*	—	*– 2*								
Women's hairdressers and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969	103	101	106	104	102	99	97	106	107	109	102	106*	106	101	102	102	102
	1970		100				97	99	103	105								
	1969	—	*3*	*1*	*– 1*	*– 3*	*7*	*– 1*	*2*	*1*	*4*	*– 1*	*– 1*	*– 1*	*– 2*	—	*– 1*	*– 7*
	1970	*– 1½*	*– 1*				*– 2*	*2*	*– 3*	*– 2*								

For notes see Table 1.

JUMBO-SIZED FUELLER FOR JUMBO JETS

An 18,000 gallon fueller built for use with jumbo jets at Brussels National Airport, Belgium, has just been completed by Gloster Saro Ltd., Hucclecote, Gloucester, a Hawker Siddeley company. The vehicle, over 70ft. long, will weigh 85 tons when fully loaded.

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Retailers' stocks in April

THE VALUE of stocks held by retailers at the end of April showed an increase of 6 per cent compared with April 1969; in volume terms the increase was 1 per cent over the corresponding month of last year. These changes suggest that retail stocks may be levelling off after the decline in the first quarter of 1970.

Estimate of levels and percentage increases in retailers' stocks

Index numbers (end 1960 = 100) *and Percentage increase on a year earlier*
(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150	159	139
1968	136	139	151	152	156	154	148	154	153	164	176	157
1969	151	155	168	166	170	168	162	168	167	179	192	169
1970	161	164	174	176								
1968	*2*	*2*	*5*	*5*	*6*	*6*	*8*	*8*	*9*	*10*	*11*	*13*
1969	*11*	*12*	*11*	*10*	*9*	*10*	*10*	*9*	*9*	*9*	*9*	*7*
1970	*7*	*5*	*4*	*6*								
At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	121
1968	118	120	130	128	132	129	123	128	128	136	146	130
1969	124	127	136	134	138	135	130	134	133	142	152	133
1970	126	128	135	136								
1968	*1*	*1*	*4*	*2*	*3*	*2*	*4*	*4*	*5*	*5*	*6*	*8*
1969	*5*	*6*	*5*	*5*	*4*	*5*	*5*	*5*	*4*	*4*	*4*	*3*
1970	*2*	*1*	*– 1*	*1*								

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices

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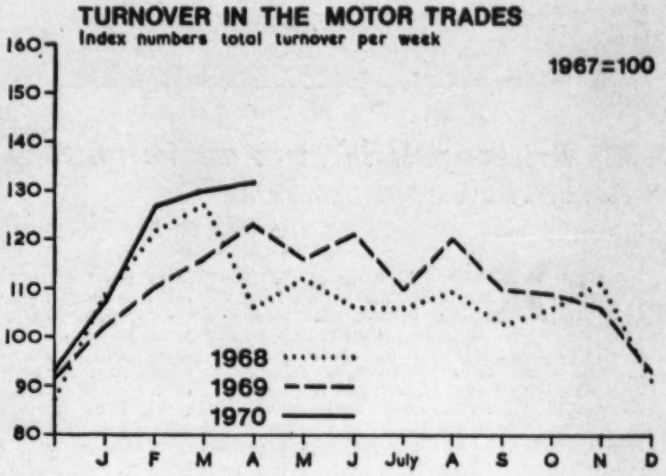
Turnover in the motor trades

THE OVERALL TURNOVER of the motor trades in April was 7 per cent more, at current prices, than in April 1969: taking March and April together (since the Easter holiday fell in the March period this year and in the April period last year) the increase compared with a year earlier was 10 per cent. These comparisons still reflect the low level of business in the months following the 1968 'November measures'.

Sales of new motor vehicles in March-April were 10 per cent more by value than in the corresponding period of 1969. For used motor vehicles the increase was 8 per cent. It should be remembered that the index numbers are of turnover at current prices and so their movements are influenced by price changes.

Sales in March and April of petrol, oil and accessories, together with receipts from servicing and repairs, were 9 per cent more by value than in the same two months of 1969, a slightly smaller increase compared with a year earlier than on average in January and February. It is estimated that about half this growth was accounted for by price increases.



Index numbers of turnover per week and percentage increases on a year earlier (†)

1967 = 100

Kind of business (Turnover in 1967 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug	Sept.*	Oct.	Nov.	Dec.*
Total turnover	1967	100	96	106	102	97	92	99	97	106	103	109	107	100	98	101	104	87
(£4 198 million)	1968	109	119	108	106	102	108	122	127	106	112	106	106	109	103	106	111	91
	1969	111	109	120	113	103	102	110	116	123	116	121	110	120	110	109	106	93
	1970	124(‡)	122				107	127	130	132								
	1969	*2*	*– 8*	*11*			*– 6*	*– 9*	*– 9*	*16*		*15*		*11*			*– 4*	*3*
	1970	*10(§)*	*11*				*5*	*15*	*12*	*7*								
Analysis of Turnover:																		
Sales of new motor vehicles	1967	100	99	110	96	95	95	103	100	111	107	110	104	94	92	98	107	83
(£1.475 million)	1968	109	139	102	96	99	127	144	147	94	114	99	90	102	97	102	118	76
	1969	105	110	119	104	87	97	115	120	131	114	113	93	119	100	95	90	75
	1970	128(‡)	125				100	132	139	136								
	1969	*– 4*	*–21*	*17*	*8*	*–12*	*–24*	*–20*	*–19*	*39*	Nil	*14*		*16*			*–24*	*– 2*
	1970	*10(§)*	*12*				*3*	*15*	*16*	*4*								
Sales of second-hand motor vehicles	1967	100	93	112	106	90	79	100	99	111	107	118	111	103	104	101	101	67
(£766 million)	1968	103	118	107	102	86	94	130	130	106	112	103	104	104	97	96	94	68
	1969	100	101	112	99	88	89	104	110	118	108	111	95	108	95	95	96	71
	1970	115(‡)	112				92	119	121	125								
	1969	*– 3*	*–15*	*5*	*–*	*2*	*– 5*	*–20*	*–15*	*10*					*2*	Nil		*5*
	1970	*9(§)*	*10*				*4*	*15*	*11*	*^*								
All other sales and receipts	1967	100	94	101	104	101	95	95	93	100	98	104	108	103	101	102	103	98
(£1.958 million)	1968	111	104	113	115	111	100	102	111	115	112	114	118	115	110	112	112	110
	1969	121	112	124	126	121	111	110	115	120	121	130	131	126	123	125	122	116
	1970	125(‡)	123				118	126	126	131								
	1969	*9*	*7*	*9*	*1*	*8*	*11*	*7*	*4*	*4*		*14*	*1*		*1*	*11*		
	1970	*10(§)*	*10*				*7*	*15*	*9*	*9*								

(†) The periods consist of four weeks except those marked * which are five weeks
(‡) Index numbers for period January to April, 1970
(§) Percentage change for period January to April 1970, compared with the corresponding period for 1969

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Exhibitions and Fairs

The British pull them in at the Chicago National Restaurant Show

A report from the British Consulate-General, Chicago

HAVING taken their initial plunge at the 1969 National Restaurant Show, the British returned this year to the International Amphitheatre when a contingent of eight companies sponsored by the Board of Trade and the London Chamber of Commerce exhibited, between May 23 and 27, at what is generally recognized as the most important show of its kind in the United States and also one of the largest which is held in this major convention centre.

The traditional British dish of fish and chips, having established itself initially on the West Coast of the United States a few years back, has since then been growing in extent and popularity. Three of the British companies exhibited products which are well known to the British fish frying trade and seem now likely to become equally well known to the trade on this side of the Atlantic. The Kellys, father and son, on the stand of Radcliffe's Edible Products Ltd., of Manchester, and Mr. A. Milner, on the stand of S. H. Phillips and Son of Birmingham, demonstrated the true art of fish frying using the batter mixtures of their respective companies. The many eager samplers (including respresentatives of some of the large fish and chip franchise operations) who thronged their booths testified to the distinctive and superior flavour given to the fish by these preparations from the homeland of fish and chips, and as a result both companies anticipate very good follow-up business.

The third company, Drywhite Ltd., of Halesowen, found considerable interest (extending to Canada and Mexico) in their preparation for keeping the whiteness of peeled potatoes and chips, and in their dilutable malt flaven condiment essence. As an additional string to his bow, Mr. M. C. Lee, their managing director, brought with him a shopping trolley which has proved popular in the United Kingdom, and this so took the fancy of a large supermarket chain that a very large initial order is likely to be obtained.

Crypto-Peerless of London demonstrated a wide range of their food preparation and catering machines. Orders taken on the stand surpassed their expectations and the attitude of the very high volume of inquiries received summed up in the comment made to their export manager, Mr. J. Feder, by an American distributor – 'what a wonderful line of equipment.'

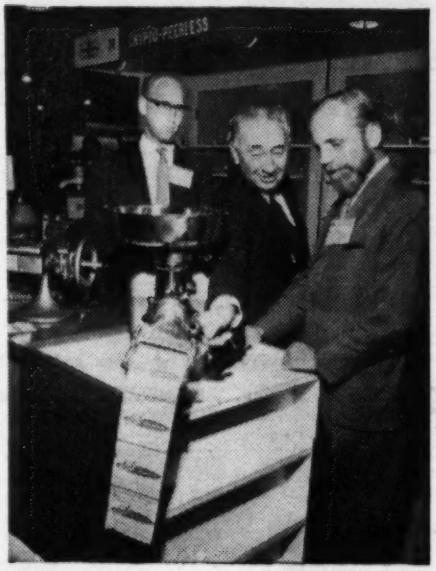
The Kaymet Company, also from London, and represented by their proprietor Mr. S. Schreiber and Mrs. Schreiber, both experienced joint venture exhibitors, aroused great interest with their fine display of trays, service trolleys, electric table hot plates, and salvers, and are confident of adding substantially to their existing business in the United States.

Clenaglass Electric Washers Ltd., of Hither Green exhibited their electric glass and tankard washing machine. Their managing director, Mr. C. E. Durham, has put much preliminary work into meeting the specifications laid down by the National Sanitation Foundation and similar bodies, and on the basis of the very high volume of inquiries received at the show believes that the machine has considerable potential for the United States market.

The London company of Adams and Son (Engineers) Ltd. showed their hot service units and cupboads and also displayed photographs of their latest range of back-bar equipment. This was the subject of inquiries by a major food operation and also large hotel chain, and very good business could result.

The Ditchburn Organization, represented by Mr. Richard Cole, executive vice-president of their United States subsidiary, were taking part in their second joint venture at the show and their taped background music equipment again drew many potential clients to their stand. They rated their participation in the show as 'a very definite success'.

This year's group of exhibitors, therefore, certainly made their presence felt at the show. Several expressed their intention of returning next year, when it will be held in the rebuilt McCormick Place, and it is to be hoped that British participation in this event will now become an annual feature.



Crypto-Peerless Ltd. found a high degree of interest in their food preparation and catering machines among buyers at the National Restuarant Show, Chicago. Picture shows Mr. Alan Rothnie (right), British Consul-General, looking at equipment on the stand being demonstrated by Mr. J. Feder, Crypto's export manager. Mr. P. Martin looks on.

Future prospects look good for British glass and ceramic firms in Soviet Union exhibition

THIRTEEN COUNTRIES were represented at 'Steklo-Keramika,' a specialized exhibition of equipment for the glass and cereamic industries, held in Leningrad from May 20-30. The five British companies who participated had no doubts about its success; all were pleased with the amount of interest which their exhibits created. Despite strong competition from Belgium, Federal Germany and Italy, they came away optimistic about their prospects for future business in the Soviet Union.

A feature of the exhibition was the large number of 'end-users' firms were able to meet – something which is frequently impossible in the Soviet Union outside the framework of an exhibition. In addition to Soviet specialists, firms were also able to meet a number of visitors from other Eastern European countries.

Specialized exhibitions are playing an increasingly important role in sales promotion in the Soviet Union. As announced in the *Board of Trade Journal* of April 1, page 903, support under the joint venture scheme can be given, under certain conditions, to British firms participating in these exhibitions.

It has already been agreed that joint venture support will be given for the 'Postal Communications' exhibition which opens in Moscow on October 26. Similar support is expected to be given for the forthcoming exhibitions of 'Surgical and Orthopaedic Appliances,' 'Geological Survey Equipment,' 'Traffic Control Equipment and 'X-Ray Equipment.'

Firms interested in further information about the programme of Soviet specialized exhibitions should contact Mr. J. R. Schaffer at Fairs and Promotions Branch, Board of Trade, Hillgate House, Tower Block, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7246).

UK vending industry stand at Vienna exhibition

THROUGH the Automatic Vending Association of Britain, the first co-operative export effort by the British vending industry for more than three years will take place in Vienna from November 17 to 19, when seven members of AVAB participate in 'Incomat' a biennial exhibition concerned solely with coin-operated machines.

The Association, on behalf of the participating companies, has been granted joint venture facilities by the Board of Trade; exhibition space and stand design and construction will, therefore, be provided free of charge. The area reserved for the display totals 280 square metres and is in the most prominent part of the exhibition.

Prospects for trade are particularly good in this area of Europe and, because of Austria's central position, visitors from neighbouring countries are assured; the market for vending machines has expanded considerably over the past few years and there is every indication that this trend will continue.

Almost a complete sell-out for British firms at screen printing exhibition, Hamburg

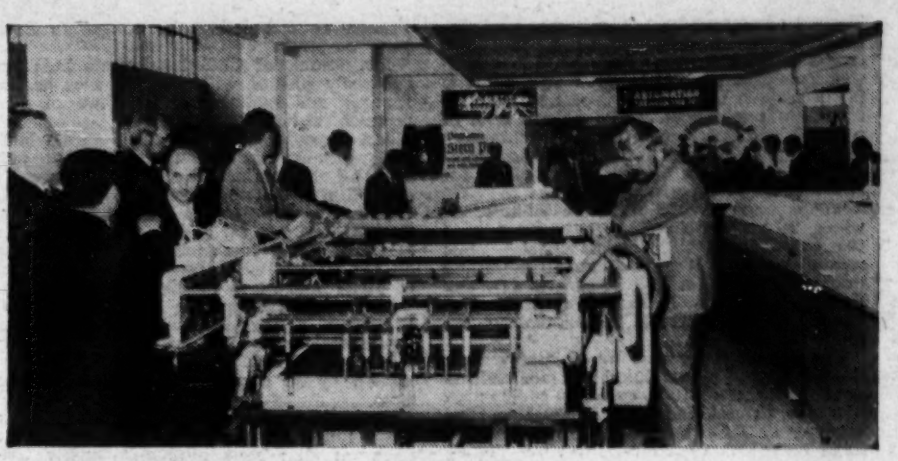
By L. W. V. Raybould, Vice-Consul (Commercial), Hamburg.

THE EUROPEAN Screen Printing Congress and International Exhibition, 'FESPA,' was held at Planten und Blomen, Hamburg, from May 27-31. It was the largest international event yet held on this specialized subject. Previous exhibitions had been held in Paris (1963), Zurich (1966), and London (1968).

Of the 105 exhibitors, 49 were foreign firms. The largest foreign contingent was from the United Kingdom with 22 firms participating, but France, Italy, Belgium, Sweden, Holland, Switzerland and the United States were also represented. The exhibition attracted more than 10,000 visitors from 27 countries, while 1,045 specialists, 30 per cent of them foreign, participated in the congress.

The exhibition and congress made a good start, when representatives of the Federation of European Screen Printers Associations from Denmark, France, Holland, Norway, Sweden, Italy, Belgium, Czechoslovakia, German firms and British exhibitors all met at a reception given at the British Consulate-General in Hamburg. The Consul-General followed this up with a visit to the British Joint Venture stands in Halls B and C the following morning. (The British participation was organized by the Association of Point of Sale Advertisers and the Display Producers and Screen Printers Association, in conjunction with the Board of Trade).

Four halls with 8,600 square metres of exhibition space were used to stage the event. Three halls displayed automatic printing lines, printing frames, tensioning devices, printing benches, dryers, screens and inks, while the fourth hall showed point-of-sale display products. The British firms occupied stands which compared more than favourably with those from other nations. The Central Office of Information designs attracted many compliments for their practical and artistic lay-out.



An exhibit on the Sericol Group Ltd. stand attracts the attention of potential overseas customers at 'FESPA', Hamburg.

The British exhibitors all expressed satisfaction with the results of the exhibition. Practically all the machinery on the stands was sold and further orders booked. The point-of-sale exhibitors had not expected to obtain substantial orders for their products, but they were able to achieve their objective, which was to make contact with continental firms with a view to exchanging ideas, arranging licensing agreements, and appointing agents.

Screen printing is a subject virtually unknown to the general public although its placards, posters, wrappings, containers and transfers greatly affect buying habits. The origin of the process is lost in the mists of antiquity, but it is known to have been used in the Orient before the birth of Christ; it did not, however, become a commercial process until about 50 years ago when it was developed in America. After the Second World War, the British became the pacemakers in Europe. Screen printing came to Germany relatively late, the first trade exhibition being held in Essen in 1952.

The British exhibitors proved at 'FESPA' that they are still well to the forefront with inventive ideas. They came away convinced that Britain could well lead the way in the Common Market in this field.

The next international 'FESPA' is scheduled to take place in Brussels in 1973.

200 orders for British swimming pools at Swedish international trade fair

by J. O. May, CBE, HM Consul-General, Gothenburg

GOTHENBURG, SWEDEN'S second city, held its 53rd annual international trade fair (Svenska Massan) from May 9-18. It was formally opened by the Swedish Prime Minister, Mr. Olof Palme, and like last year the fair occupied the whole of the 42,000 square metres of the exhibition area.

In time for next year's Svenska Massan, which will coincide with the 350th anniversary celebrations of Gothenburg's foundation, a new pillar-less exhibition hall is to be built on the site of one of the present buildings, and a large centre for congresses, sporting events, etc., is already under construction.

Of the 1,350 exhibitors at this year's fair, about half represented organizations or firms in 25 foreign countries. Of these East Germany, as in 1969 had the largest section, though this time their emphasis was on precision instruments, glass and furniture rather than on capital goods. The German Federal Republic occupied an almost equally large area – but divided between a couple of exhibition halls – with the accent also on consumer goods.

Britain's participation, as in previous years, took the form of a joint venture organized by the Board of Trade and Central Office of Information, and sponsored by the London Chamber of Commerce. Ten firms participated, ranging from the British Oxygen Company through Hoover domestic appliances to air luggage, metal trays and cuff links. The London Chamber of Commerce had an information stand. The most successful of the participating firms was Triang Pedigree Ltd., who exhibited their range of circular swimming pools and received orders for some 200 from customers in Sweden and Norway. For other British firms inquiries fell short of expectations and results were evidently disappointing.

The Swedish Prime Minister, Mr. Olof Palme, at the British Section on the opening day of Gothenburg's International Trade Fair. Seen here (left to right) are Mr. T. H. Abraham, Consul (Commercial); Mr. J. O. May, HM Consul-General, Mr. Olof Palme; and Mr, Eric Ehrengren, managing director of the Fair Authority.

According to the fair authorities visitors this year totalled just under 150,000, or 5,000 fewer than last year. About one-third of the visitors carried buyers' admission cards, but obviously by no means all of these were serious buyers and one had the impression that those were fewer than in 1969.

Nevertheless, the fair authorities claim that results were satisfactory in terms of business done, and the local press reported a figure of the equivalent of £1 million worth of confirmed orders.

Successful joint venture at Hanover non-destructive testing exhibition

A report from the Commercial Section, British Consulate-General, Hanover

THE 6TH INTERNATIONAL Conference and Exhibition on Non-Destructive Testing was staged in Hanover from June 1-5. The exhibition occupied the entire 4,000 square metre Niedersachsen Halle. The purpose of the conference was to report on the current level of research and development in special branches of testing technology and to provide opportunities for detailed discussion as well as for an exchange of experience.

There were a total of 55 exhibitors, of whom 26 came from Germany – the top of the exhibitors' table – while Britain came second with 14. Other countries exhibiting were United States (4), Denmark (3) and France (2), while Holland, Japan, Poland, Hungary, Switzerland and Sweden had one exhibitor each.

The British firms were on a joint venture stand organized by the Board of Trade and the London Chamber of Commerce in conjunction with the Central Office of Information. The Ministry of Technology had a comprehensive stand on which the Non-Destructive Testing Centre, the Welding Institute and others displayed new developments in the field.

All British firms were extremely pleased with the results of the exhibition. A commonly expressed view was that they did not have to waste time describing products to casual inquirers.

Mr. Kowol, of Inspection Equipment Ltd., said that visitors to their stand were all technically competent people who knew exactly what they wanted and what everything was for. He said they were taking home a large number of inquiries.

Mr. Wood-Mallock, sales manager of Elcometer Instruments Ltd., said that as a result of participating in the exhibition, he fully expected that they would be increasing their sales in Europe. He added that they expected to be able to appoint an agent in France, so completing the company's European coverage.

Mr. Selous, of CNS Instruments Ltd., was extremely pleased with the inquiries he had received and said that at least two of them represented immediate business.

Mr. Pope, of Inspection Instruments NDT Ltd., commented that they had not only achieved their principal aim in attending the exhibition – the appointment of an agent in Germany – but they had also had inquiries from countries as far as Japan and the United States. He also commented on the fact that all the visitors were specialists and therefore of direct interest to the firms exhibiting.

Following the opening ceremony in the Kuppelsaal of the Stadthalle, the British Consul-General in Hanover, Mr. J. M. Leadbitter, toured the British stands. He was most impressed by the display put on by the British firms.

During the period of the exhibition there was a full programme of lectures which were given on all aspects of non-destructive testing.

Mr. C. Bates, chairman of the British National Committee for Non-destructive Testing, said that he was extremely pleased with the British efforts. He said that the exhibition as a whole had been so successful that it was recommended at the Standing Committee meeting that when the conference goes to Warsaw in 1973 an exhibition should be held at the same time.

Mr. C. Campkin, president of the Non-destructive Testing Society of Great Britain, said that the conference had been very successful and there had been a constant succession of visitors from the first day. He was able to make many contacts in the field from overseas.

He was also very impressed with the number of inquiries he had for the advice of the Society from countries wishing to set up their own organization.

In addition to this, Mr. Campkin expressed his pleasure at the efforts made by British firms and thought that they gave a balanced picture of British activities in non-destructive testing.

British companies set for Australian building show

BRITAIN will be represented by 14 companies at the 1st Australian Building Exhibition (June 17 to 25), the first industrially orientated building exhibition to be held in Australia aimed specifically at the building trades and professions. Last year was a record for British building industry exports and the Australian construction market, which reflects the Australian economic boom, remains bouyant. With building commencements up by 12 per cent over the last nine months, and the value of new buildings up last year to a record $195 million, British companies expect to do well.

Of the companies participating many are already established in Australia. Others are exhibiting with a view to forming joint venture partnerships to manufacture their products in co-operation with Australian companies.

The British stand, which will occupy 3,200 sq. ft. in the busiest part of the exhibition, is a joint venture sponsored by the Building Materials Export Group in co-operation with the Board of Trade.

The Inspection Equipment joint venture stand at the Hanover Non-Destructive Testing Exhibition provided considerable interest for visitors to the exhibition.

The first Royal Worcester Room in Australia opened recently at David Jones & Co., of Sydney. The opening coincided with the stores' 'Grand Tour of Europe' fortnight. Mr. J. Roberts-Powell, overseas sales manager, Royal Worcester, paying his third visit to Australia, was present; he has been taking a special interest in this rapidly expanding Royal Worcester market, and finds that the Australian public is particularly interested in the many fine, individually painted wares produced by Royal Worcester's craftsmen. Very popular too is the extensive range of flameproof porcelain oven-to-tableware which is prominently displayed. Among the first visitors to the new room were (left to right): Mr. Ramkin, managing director, David Jones, Sydney; Lord Heytor, president BNEC, Australasia; Mr. H. C. B. Keeble, Minister Commercial, Canberra; Mr. J. Roberts-Powell; and Mr. E. Hall, BNEC, Australia.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Fifteen countries represented at First European Festival of Recreation in Geneva

A report from the British Consulate-General, Geneva

THE EUROPEAN Festival of Recreation, organized by the International Recreation Association, was opened at the Palais de Expositions in Geneva on May 28 by Monsieur Willy Spühler, a former President of the Swiss Confederation. Amongst other dignitaries present at the opening ceremony were Lord Luke of Pavenham, President of the International Recreation Association, Monsieur Jean Babel, President of the Council of State of the Republic and Canton of Geneva, and Mr. L. J. Evans, British Consul-General at Geneva.

Within the framework of the Festival, a congress with the theme, 'Leisure, Today and Tomorrow', was held from May 28 to June 3. Topics such as the planning of leisure time, the better use of leisure time, and the commercial aspects of leisure were the subjects of speeches, debates and group discussions which were attended by over 400 participants from many countries.

In addition, 21,000 square metres within the Palais de Expositions were devoted to an exhibition designed to show visitors the latest developments in the fields of leisure and recreation. From May 28 to June 7, 210 exhibitors from 15 countries displayed a variety of sports equipment and boats, hobbies, books, musical equipment and travel films, and several national tourist pavilions publicized tourism and holidays in Europe. Other attractions included a swimming pool which provided a setting for dress shows and demonstrations of under-water sports, an artificial ice-rink for skaters, a shooting gallery, and a display of gliders by the Swiss Aero Club. On a quieter note, the Swiss Postal Administration, the United Nations Organizations, Swissair and other organizations presented an interesting philatelic exhibition. A stamp bourse took place on June 6 and 7, and photographic and art exhibitions were also held.

The London Chamber of Commerce assisted by the Board of Trade sponsored an exhibit by nine British companies. Considerable interest was displayed in Cyclocraft Ltd.'s two-seater and four-seater streamlined fibreglass pedal boats, which were being exhibited outside the United Kingdom for the first time, and many inquiries were received by the Coventry Silvercraft Company, whose sports trophies, plaques and medallions were being displayed in the company's first direct venture abroad.

Two London members of the Philatelic Traders Society, Shelley Stamps and Mr. D. Worboys, took an active part in the stamp bourse, which was attended by 15 other dealers from France, Italy and Switzerland.

Nearly 60,000 visitors attended the exhibition. More would undoubtedly have gone had there been better advance publicity for the exhibition, and had it not coincided with a spell of fine weather which kept many outside in the fresh air to enjoy their leisure!

Prototypes exhibition at Design Centre

THE COUNCIL of Industrial Design is arranging an exhibiton of prototypes for the home to be held at The Design Centre from November 18 to January 2. The emphasis will be mainly on furniture but domestic equipment of all kinds will be considered, provided it shows some degree of innovation.

Previous prototype exhibitions in The Design Centre have received widespread publicity at home and overseas and some of the designs shown have subsequently been put into production.

Architects, designers and students who would like their work to be considered for this display are invited to send particulars to Mr. P. I. Fellows, Head of Exhibitions Division, Council of Industrial Design, 28 Haymarket, London, S.W.1, enclosing a photograph or drawing as soon as possible.

Summer exhibition at the Design Centre

ON JUNE 22 The Design Centre opens a 12-week season of summer displays of special interest to visitors from home and abroad who are looking for presents to take home with them. The major display, entitled 'Shopping in Britain', will show a wide range of gift and souvenir items – including books, fashion items such as handbags and belts, toys, motor accessories, gifts which pack flat, luggage, tableware and souvenirs – which are typical examples of the best-designed modern British-made products now on sale in shops and department stores throughout the country.

Buyers from 47 countries at Gauge and Tool Show

ATTENDANCE at the fourth Gauge and Tool Power Press Exhibition to be organized by the Gauge and Tool Makers" Association of Great Britain (Olympia, May 27-June 5) totalled 30,227, and consisted almost entirely of actual and potential buyers of precision tools and gauges, jigs and fixtures, moulds and dies, special-purpose machines, and power presses and ancillary equipment. This included 1,561 buyers from 47 overseas markets, amongst which were Australia, Brazil, Canada, India, Iran, Japan, the United States and the USSR.

Exhibitors reported considerable home and overseas business resulting directly from participation in the show.

A 10-cwt. van left Britain on June 1 for a 4,000-mile tour to Italy and Greece. The van carries equipment to demonstrate the Hawker Siddeley Dynamics' system of receiving pictures from satellites of weather patterns and cloud cover over land. It will visit Rome, Thessalonika and Athens. The tour was arranged after a visit to Britain by prospective Greek buyers who wished to see the equipment operating in their own country. The Hawker Siddeley Dynamics' equipment is a development of work carried out for the British Meteorological Office. It receives transmissions from four weather satellites at present orbiting the earth. The vehicle is being driven by Hawker Siddeley Dynamics, Stevenage, Herts., staff, Mr. P. Hanks (left), sales administrator, and Mr. N. E. Peach, senior sales engineer, responsible for APT receiving equipment. The trip will take a fortnight.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 134 Castle St., Edinburgh 2; Brazennose St., Manchester 2; 258 Broad Street, Birmingham; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

France and Yugoslavia

THE FRENCH *Moniteur du Commerce International* of June 1 announced that the Trade Agreement of January 24, 1964, between France and Yugoslavia, was extended on May 6, 1970, for this year and gave details and quota amounts for Yugoslav exports to France. These include horsemeat, dried mushrooms, preserved fruits, prunes, pimentos, hops, preserved fish, lubricating oils, newsprint and various agricultural products.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the French text may be seen.

United Kingdom aid to developing countries

Fiji

THE MINISTRY of Overseas Development is providing £81,388 as a 90 per cent contribution to Fiji for the reconstruction and improvement of rural medical stations.

The funds will be used for four rural medical stations and associated buildings, the provision of 12 nursing stations for district nurses in rural areas, and the rebuilding of six quarters at other medical stations.

Fiji's Public Works Department will be responsible for construction, and provision has been made in the 1970 building programme. The medical department is to be responsible for operation of the proposed buildings.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2322), quoting reference number CRE 18058/G.

Hints to Businessmen booklets

REVISED EDITIONS of the booklets on Barbados and Trinidad and Tobago have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Board of Trade, Room CO7, Hillgate House, 35 Old Bailey, London, E.C.4, Tel. 01-248 5757, Ext. 7146, or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors of exhibition stands overseas are also acceptable.*

Advertisement of Company Meeting

ULTRAMAR COMPANY LIMITED

CHAIRMAN'S REVIEW

THE FOLLOWING is an extract fr om the Statement of the Chairman, The Rt. Hon. Lord Tangley, K.B.E., LL.D., at the 34th Annual General Meeting of the Company held on June 5, 1970, in London.

For the year 1969, we had gross revenue of almost £60 million, cash flow from operations of about £3,300,000 and a net profit after taxes of £2,130,000. These are records for the Ultramar Group. It is a little too early in the year to predict our 1970 profits but for the first half we expect the profits to show an increase over the first half of 1969. We certainly look forward to greater profitability starting in 1971 as we begin to get returns from our large capital investments in new facilities.

The major portion of our capital investment in 1969 went into the 100,000 barrel per day Quebec Refinery. We are confident that at our next Annual General Meeting we will be able to tell you that the refinery is running at a minimum of 70,000 barrels per day and contributing significantly to our cash flow and profits. There will be a modest increase in the cost of the refinery over our original estimate which we shall finance partly out of cash flow from operations and partly from bank borrowings.

We have acquired a large spread of promising exploration acreage in various parts of the world. In Western Canada we have interests in about 900,000 acres in the Mackenzie Basin and Peel Plateau in the Yukon and Northwest Territories. An important event has been the discovery of gas in the first well drilled on a block of over 2 million acres in the Gulf of Guayaquil, offshore Ecuador, in which we have a 9·5 per cent interest. It would appear that this is a major gas discovery, comparable in size to the larger gas fields in the North Sea.

I am glad to inform you that Mr. K. C. P. Barrington and Lord Remnant will be joining us as directors.

We have a thoroughly sound and well run integrated oil business which can and will be developed much further in many directions in the future. The direction of these developments is clearly a task for younger men. I have decided therefore to vacate the chair on December 31 and shall be succeeded by my deputy, Mr. Campbell Nelson, who is also your Managing Director. My colleagues have invited me to remain on the Board and to undertake certain consultative functions.

The Report and Accounts were adopted.

Computerized Export Intelligence: a new personal service for exporters

THE BOARD OF TRADE'S new Computerized Export Intelligence service started on June 2. This service supplies exporters precisely and rapidly with exactly the kind of information they need in terms of the goods or services they export, the markets on which they seek information and the type of information they have requested. About 180 items of export information a day were issued in the *Export Service Bulletin* which the new service replaces, and it is expected that this figure will increase substantially as the new procedure gets under way. Below is a selection of export notices sent out to subscribers on one day last week. (The names of the inquirers are available to subscribers.)

SPECIFIC EXPORT OPPORTUNITIES

AUSTRALIA: Air conditioning plants, architectural fittings, building construction equipment, builders' hardware, electrical equipment, plumbing fittings 14727/70

This inquiry is from one of the leading building construction groups of companies in South Australia. Their current contracts total $A15 million ($A2.14 = £1) and include a shopping complex, large city building and large additions to a local hospital. They control a number of subsidiary companies and it is in this respect that they are seeking to diversify their present activities.

They wish to set up a wholesale distribution centre for South Australia and would like to contact British manufacturers of:

(a) Building construction equipment

(b) Air conditioning plant

(c) Architectural fittings

(d) Builders' hardware

(e) Electrical equipment

(f) Plumbing fittings
and any other items of equipment used in the construction of buildings generally.

MARKET POINTER

SWEDEN: Factory for non-woven fibre cloth 10499/70

Swedish producers of copper, iron and steel, pulp and paper chemicals, have decided to spend Sw.Kr.22 million (Sw.Kr.12.50 = £1 approximately) on the installation of a plant for manufacturing non-woven fibre cloth. This decision is contingent on permission being given by the labour authorities for the firm to utilize its trade cycle investment funds.

AGENCY INQUIRY

NEW ZEALAND: Chemicals, waste water and sewerage treatment equipment 14609/70

A New Zealand firm would be interested in representing British manufacturers of the following items:

(a) Activated carbon and similar chemicals for the treatment of pollution, industrial effluence and industrial fluids to be recycled in industrial processes.

(b) Waste water and sewerage treatment equipment.

CALL FOR TENDERS

TANZANIA: Veterinary vaccines 59395/70

A call for tenders for the supply of 14 items including anthrax spore vaccine, brucella abortus vaccine, foot and mouth disease vaccine, rabies-vaccine, etc., for the year 1970/71, on an as and when required basis.

Closing date for tenders deposited in the Tender Box is 9 a.m. on June 29, 1970, and for tender sent by registered post 12 noon on June 27, 1970.

Information on overseas buyers visiting Britain, manufacture under licence, successful bidders, aid and loan agreements, and similar export intelligence is also available. In addition, subscribers receive free quarterly and economic trading reports on more than 100 countries.

To take advantage of this individual service to exporters, firms who have not yet become subscribers should contact Export Intelligence, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7049). The initial cost is £25, for which subscribers receive up to 500 notices on the countries and types of intelligence for which they have registered.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E.22, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

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INDIVIDUAL TO BE CONTACTED _____
ADDRESS _____
_____
PHONE NUMBER _____

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in April 22 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 1540 of June 3 issue) or the Export Services Division, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

OUTWARD MISSIONS

High-level visit to Venezuela

THE British National Export Council is sponsoring a high-level mission to Venezuela from June 28 to July 4. Led by Mr. J. Peter Ford (the Plessey Co. Ltd.), BNEC Latin America chairman, the mission comprises 18 members covering a wide cross-section of British capital goods and industrial equipment with considerable sales potential in Venezuela.

Pointing out that this is the largest British trade mission ever to visit Venezuela, Mr. Ford said: 'Our aim is to show the immense variety of British products and technological knowledge which have special application to the growing Venezuelan economy. Most of the members of the mission are chairmen or managing directors of their companies: others are export directors. It will be a hard-sell mission but we shall also be actively seeking new opportunities for British-Venezuelan joint ventures and for licensing deals. Accordingly, we have with us leading British merchant bankers who are in a position to assist in joint venture projects.'

Mr. Ford added that the mission would also cover technical assistance and consultancy – 'for example, the application of hover travel to Venezuela, seaport and airport developments and civil and production engineering consultancy.'

Of the 20 Latin American republics, Venezuela last year was Britain's third most important market. British exports totalled £31.7 million (against United Kingdom imports of £56.7 million). The main categories of British exports are electrical and non-electrical machinery, transport equipment, chemicals, iron and steel, textiles and whisky.

Among the products covered by the mission are electrical generating plant and electronics, sewage and effluent plant, cranes and ships' deck equipment, airport construction and equipment, machine tools, petroleum refinery plant, process plant for chemicals and gas industries, mining machinery, hovercraft, tractors and agricultural machinery.

As part of their diversification programme, the Venezuelan Government is now actively promoting the establishment of intermediate industries which will use basic materials supplied by local steel and petro-chemical plants. 'Foreign capital and technical assistance will be needed to carry out these plans,' said Mr. Ford, 'and the proposed measures of industrialization will at the same time increase Venezuela's demands for imported capital goods.'

In addition to visiting Caracas, the capital, some members of the mission will go on to the important industrial centres of Maracaibo and the Guayana region.

Machine tool team visiting Germany

AN 11-strong team of machine tool industrialists sponsored by the Machine Tool Trades Association left recently for Germany. The party is led by Mr. D. G. T. Walder of Chas. H. Churchill Ltd., Birmingham, and is a direct follow-up to an investigatory mission, also sponsored by the MTTA, which visited Germany last September.

The earlier mission, led by Mr. W. R. Vaughan of Vaughan Associates Ltd., London, reported on its return that there were strong reasons to believe that the time was now ripe for the British machine tool industry to redouble efforts in an attempt to lay claim to a larger share of the German machine tool user market. Apart from the fact that the local machine tool manufacture appeared to be overstretched, arising from increased costs and heavily loaded order books giving long delivery times, many of the criticisms previously laid at the feet of British manuacturers have been shown to be unjustified. Technical excellence ensuring greatly increased quality and reliability, highly competitive prices and comparatively short delivery times (eight months compared to the Germans' 16), coupled with much improved after-sales service, make Britain a good market for German and continental machine tool buyers.

The MTTA mission are visiting Frankfurt, Düsseldorf, Munich and Stuttgart, returning on June 20. Contact will be made with buyers' associations and individual members will be contacting their local agents and, through them, many potential customers.

The party is also responsible for preparing the way for the major United Kingdom effort which is to be made at the Hanover machine tool exhibition (IHA 70) from September 6 to 10, 1970, when more than 50 manufacturers will be showing products, including many machines not previously seen.

Plastics in South Africa

OPPORTUNITIES exist in the Republic of South Africa, not only for the sale of British-made machinery but for plastics materials, moulds, designs, technology and personnel. These facts are revealed in the Report of the British Plastics Federation mission to the Republic of South Africa which has just been published.

But it is essential to act quickly – German machinery manufacturers have already gained a foothold in the market and, by comparison (the Report states), efforts made on behalf of British machinery manufacturers have been weak.

Fields in which wider use could be made of plastics are in the user industries and include building, agriculture, textiles, engineering and paper making.

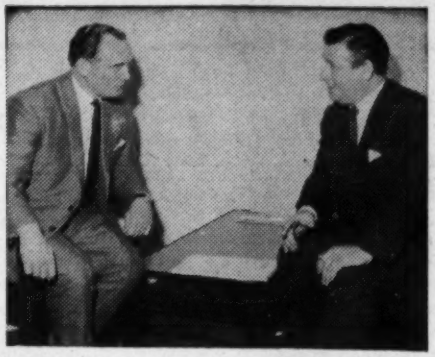
The eight-man mission, which visited centres in Johannesburg, Cape Town and Durban, held symposia in the three centres and visited a number of factories, had as its object the promotion of the image of the United Kingdom plastics industry as well as offering assistance to South Africa and improving the United Kingdom trading position in the Republic.

Details of the work achieved by the mission, figures concerning South African economy and trade, exports and imports, the programme carried out by the mission, comments on the South African plastics industry, brief summaries of the companies visited, customs tariff information, plastics raw materials consumption in South Africa, estimated consumption in major applications and useful names and addresses are all given in the Report, which is available from the Federation at 47 Piccadilly, London, W1V 0DN, price £5.

£220,000 South African orders

FIRM ORDERS were taken for more than £220,000 worth of goods when the City of Westminster Chamber of Commerce trade mission visited South Africa from February 14 to March 6 this year. This is disclosed in a Report issued by the Chamber from Mitre House, 177 Regent Street, London, W1R 8DJ.

The Report deals with several aspects of the mission's experiences, including brief notes on the market, the co-operation of the Board of Trade ('most helpful advice and assistance'), travel arranegments, publicity and press coverage, and so on.



Mr. John Roberts (left), sales manager, Brookdeal Electronics Ltd., Bracknell, discusses the East European market with newly appointed agent, Mr. Frank Le Carpentier of Eurafex Ltd., Cambridge, following the latter's return from a tour of Eastern Europe. Eurafex will market Broodeal's '400' series signal recovery instruments in Eastern European countries.

Selling to US electronics market

ADVICE on how to achieve success in the American electronics market is given by members of a BNEC-sponsored mission which recently visited 84 companies in the Boston area.

Mr. Donald Packham of Ferranti Ltd., says: 'Components which are not superior but only equal to their American counterparts will sell only if prices are below the American competitor's prices. To achieve this situation, redesign of certain components may be necessary in order that assembly costs, test times, and in some cases material costs, can be reduced without degrading quality and specification.'

Mr. J. C. Evans of Ether Engineering comments: 'It is of the utmost importance to take a concise company prestige backing brochure at the early introductory stages. In fact, this is more important than technical product summary sheets and leaflets, because initially the American customer must be satisfied as to the financial and commercial background of a British supplier.'

Mr. I. M. Muten, representative of Servomex Controls Ltd., found that British equipment is well thought of, and adds: 'The Americans like to be sold to. Soft-selling by the British goes down well but they always ask one question (which if not answered means no sale) – "Why is your equipment better, why should I buy it?" It is also no use sending an untechnical salesman. The Servomex representative was grilled several times by panels of highly qualified experts. The answer is always to send your best man.'

Dr. Roy Hawkins of Cambridge Consultants Ltd. came back with this view: 'This visit strongly reassured the company that there is no technology gap to fear and that Cambridge Consultants can go into the American market race with full confidence so long as there are good communications with American clients and rapid replies to inquiries together with a fast contract execution time.'

Mr. Arthur Wright, chairman of the BNEC Aerospace Committee, makes the point that all members of the mission were agreed that continuing success in the American market can only be achieved by the British firm which organizes a back-up facility, whether it be agent, company representative, or by an arrangement with another company which is active in the area.

The full report of the mission is available from BNEC Publications, 6-14 Dean Farrar Street, London, S.W.1.

Food and drink mission's success

TRADE MISSIONS from Britain to Japan continue to do outstanding business. The latest BNEC Asia-sponsored mission, 25 leading executives from Britain's food and drink industry, report record business and impressive increases in sales.

The leader of the mission, Mr. Norman Wood, a director of Associated British Food Ltd., said in Tokyo recently: 'The business that has been achieved by the mission so far is quite remarkable. The ground work put in by the BNEC Asia Food and Drink Product Group set up for the British Week in Tokyo last year is really paying dividends.

'There is now a growing awareness in the market of the value of black tea and one blender reports that his shipments this year will advance by £100,000 compared with 1969. Another blender, a newcomer to the market, is preparing shipments well in advance of agreed targets.

'Three confectionery members report increases varying from 25 to 50 per cent, mainly because they have taken full advantage of increased quotas.'

A biscuit manufacturer will double his sales during 1970 and another is confident that the trade in gift tins will increase by 20 per cent this year.

'The mission,' said Mr. Wood, 'was surprised with the development during the past two years of the natural cheese trade dominated by Denmark, Holland, Switzerland and France . . .

'Japan is an exceptional market for flavourings and essences and trade by Britain, already worth several millions of pounds, will (according to one British manufacturer) increase by 30 per cent during 1970.

'Scotch whisky already dominates the imported whisky market and, with liberalization, it is considered . . . that it will greatly increase its sales . . .'

The BNEC Asia food and drink mission is one of 22 BNEC-sponsored missions visiting Japan this year – following up last year's major influx of British businessmen participating in the British Week held in Tokyo last October.

Exports from Britain during the first four months of this year were worth more than £48 million – an increase of 20 per cent on the same period last year.

Seeking orders in six countries

MR. L. WILLIAM PIGGIN, export director, Chas. F. Thackray Ltd., Leeds, manufacturers of surgical instruments, hospital furniture and sterilizing equipment, left recently on a five-week sales tour of Greece, Uganda, Kenya, South Africa, Zambia and Tanzania. He hoped to appoint new distributors, visit existing distributors, tour hospitals and have discussions with hospital authorities.

In South Africa, assisted by Mr. J. W. L. Lockhart, the firm's surgical instruments manager, he will organize Thackray's stand at the International Hospital Equipment Exhibition in Johannesburg later this month. While in Zambia he will visit the new Zambia Medical Aid Society Hospital in Lusaka, which Thackray's recently equipped.

Mr. Piggin took with him a range of fibre light surgical instruments. He was also seeking to extend sales of built-in operating theatre equipment.

Last year, ending May 1, was the company's best from an export point of view, Thackray products being sold in most countries of the world. Recently a contract was received for sterilizers to be installed in 12 Uganda hospitals.

Study of Japanese market

DR. DAVID GUTTRIDGE, principal of David Guttridge Ltd., Spalding, Lincs., has been visiting Japan. Dr. Guttridge, founder of mobile milling in the United Kingdom, will be studying the market for Grindamix mobile mill and mixing equipment in view of recent interest shown in Japan.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Containers for Germany

The British Steel Corporation's tubes division has received an order, worth about £50,000, for nearly 600,000 ft. of structural hollow sections from British Rail Engineering Ltd. The sections, in both round and rectangular profiles, will be used in building containers which British Rail Engineering, in its first big export contract, is supplying to Mafi Fahrzeugwerk, of Stuttgart.

Steering equipment for US cars

Mr. Douglas Leese, chairman of the European-based Cam Gears group with four factories in the United Kingdom and others in France and Italy, has announced a direct order expected to be worth several millions of pounds from the Ford Motor Company of Dearborn, Michigan. This is for the supply of steering equipment specially designed by Cam Gears for the 'sub compact' Ford Pinto car being launched in North America this autumn. Shipment will be direct to Ford's American and Canadian plants.

Mr. Leese described the order as 'a significant technological and export achievement . . . It is very rare for an American automobile manufacturer to place orders for a major component outside North America.'

The steering equipment to meet the Ford order will be manufactured at plants in Resolven (South Wales), Clevedon (Somerset), and in Italy, all three now engaged in a £3·5 million expansion and modernization programme to meet world-wide demands for Cam Gears steering systems.

£50,000 contracts for cylinders

Whessoe Stockton Works Ltd. are currently working on two valuable contracts awarded by Polysius Ltd., Ascot, suppliers of mechanical equipment for the cement, lime and chemical industries. The orders are for two large fabricated ball mill cylinders, part of cement works being constructed in the Far East and Africa.

The larger of the two cylinders is destined for Thailand, while the smaller unit will be exported to Malawi. The value of these two contracts is about £50,000.

£1 million plant for Newfoundland

Plant worth nearly £1 million for a new pulp and paper mill and linerboard factory to be constructed in Newfoundland has been ordered from Babcock & Wilcox Ltd. by Sir Robert McAlpine & Sons Ltd., contractors for the construction of the project. The plant, which will begin to operate next year, is being built at Stephenville by Canadian Javelin Ltd., whose forests in Labrador will supply the timber. Included in the plant is a boiler rated at an hourly output of 425,000 lb. of steam, said to be the largest black liquor recovery unit ever manufactured by Babcock & Wilcox Ltd. in the United Kingdom.

Dealing with 'super rats'

Rentokil's Danish subsidiary pest control company have been given a five-year contract by the municipality of Juelsminde, Jutland, to tackle their warfarin-resistant rats. Teams of specially trained servicemen will use two alternative rodenticides, thallium sulphate and coumatetralyl, within the area where resistance to warfarin was first discovered in Denmark.

Coumatetralyl is an anti-coagulant to which Danish rats are still susceptible and thallium sulphate is a quick-acting substance used with special precautions by professional pest controllers where it is safe to do so.

Peru orders BAC One-Eleven 475

British Aircraft Corporation announce that Compania de Aviacion Faucett SA of Lima, Peru, have placed an order for the latest version of the BAC One-Eleven. The Peruvian airline has bought the 475 series – the developed major variant of the One-Eleven produced for service on the many hundreds of routes throughout the world still served by propeller-driven aircraft.

Fourth BAC One-Eleven for Bahamas

British Aircraft Corporation announce that Bahamas Airways has ordered a third BAC One-Eleven 500 jet airliner to bring its total jet fleet to four One-Elevens since the airline came under the control of John Swire & Sons Ltd. and associates in October 1968. The new jet is for delivery in October.

The new Bahamas Airways order brings the total of announced sales of One-Elevens to 190 which, with spares, are worth £270 million. More orders are being negotiated.

Microwave system for Iran

Under a contract with the Iranian Management and Engineering Group, International Aeradio Ltd., Southall, Middlesex, are playing a major part in the development of an extensive microwave telecommunications system for the Iranian gas trunk line now under construction – claimed to be the world's first fully automatic natural gas pipeline and extending some 700 miles from the source of the gas in the south of the country to the Russian border, with five spurs to supply the principal cities in Iran.

The microwave radio link will transmit information by speech, teleprinter or telemetry on the operating conditions of the pipeline and will automatically control the eight compressor stations which maintain the pipeline capacity of up to 1,600 million cu. ft. of gas per day according to demand. In addition, information on various operating parameters, derived from sensors in the pipeline, will be displayed in the central control room at Rey, near Teheran, through the radio link.

Water treatment plant for Italy

A new type of boiler feed water treatment plant claimed to reduce total operating costs by 50 per cent is to be installed at the Gaeta Oil Refinery, Italy, by William Boby & Co. Ltd., Rickmansworth, a member of the Weir Group, in collaboration with Termokimik Corporation, Milan, the leading water treatment engineers in Italy.

The contract for design and construction of the plant, with an output of 264,000 gpd and valued at about £150,000 was secured against both home and foreign competition. The installation is expected to go on stream in November.

£250,000 equipment for Germany

Wessex Machine Tools Ltd., a subsidiary of Hodgkinson Bennis Ltd., have signed a contract worth more than £250,000 with a company in the Federal Republic of Germany. The contract is for the supply of two billet saws, a slab saw, and ancillary handling and washing plant for a new aluminium refinery.

Total value of orders received from the Federal Republic by Wessex during the current financial year are now in excess of £300,000.

The equipment will be designed and manufactured at the Little Hulton, Manchester, works of Hodgkinson Bennis, a member company of the Reliant Motor Group Ltd.

Ecuador buys HS.748s

The Junta de Defensa of Ecuador has ordered two Hawker Siddeley 748 Series 2A aircraft. Delivery will be in September and October this year. Both aircraft will have a 52-seat configuration.

To date, sales of the HS.748 in Latin America and the Caribbean total 63 aircraft to 14 operators in 11 different countries, while overall sales of the HS.748 now stand at 232 aircraft.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Customs legislation in the EEC

THE BOARD OF TRADE JOURNAL dated April 18, 1969 (page 1138) contained an announcement about **Regulation (CEE) No. 542/69** concerning the transit of goods within the European Economic Community.

The *Journal Officiel des Communautés Européennes* No. L119 dated June 2, 1970 contained the text of **Regulation (CEE) No. 1031/70** modifying **Regulation (CEE) No. 2311/69** concerning the working methods of the guarantee contract system specified by Article 32 of **Regulation (CEE) No. 542/69**.

The French texts of the Regulations referred to above may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

Common Agricultural Policy

THE TEXTS of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations and Decisions may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext 7174).

Readers are reminded that details of the levies, premiums, supplementary amounts, refunds and restitutions applicable to the various market organizations in the agricultural sector which are published periodically, and of the various Regulations relating to the sale by auction of products held by the intervention organizations of the Member States, may also be obtained from the Export Data Branch at the above address.

GENERAL

Decision No. 70/281/CEE completes **Decision No. 68/183/CEE** authorizing certain managerial measures to be taken within the framework of the common organization of the agricultural markets for cereals, sugar and eggs (*Journal Officiel* No. L118 dated June 1, 1970).

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WINES

Regulations (CEE) No. 1013/70 fixes the reference prices for wines during the period June 1, 1970 to December 15, 1970 (*Journal Officiel* No. L118 dated June 1, 1970).

Regulation (CEE) No. 1014/70 relates to import certificates in the wines sector (*Journal Officiel* No. 118 dated June 1, 1970).

Regulation (CEE) No. 1019/70 relates to the methods of application for establishing the free at frontier prices and for fixing the compensatory tax in the wine sector (*Journal Officiel* No. L118 dated June 1, 1970).

Regulation (CEE) No. 1020/70 concerns the establishment of quotations and the fixing of mean prices for table wines (*Journal Officiel* No. L118 dated June 1, 1970).

Regulation (CEE) No. 1021/70 authorizes the mixing of imported wines (*Journal Officiel* No. L118 dated June 1, 1970).

Regulation (CEE) No. 1022/70 establishes, for a transitionary period, circulation certificates for certain wines (*Journal Officiel* No. L118 dated June 1, 1970).

FRUIT AND VEGETABLES

Regulation (CEE) No. 1015/70 fixes the coefficients of adaptation to be applied to the purchase price specified for apples by **Regulation (CEE) No. 972/70** (*Journal Officiel* No. L118 dated June 1, 1970).

Regulation (CEE) No. 1016/70 applies a supplementary quality category to table apples (*Journal Officiel* No. L118 dated June 1, 1970).

Regulation (CEE) No. 1017/70 applies supplementary quality categories to certain citrus fruits, cherries and strawberries (*Journal Officiel* No. L118 dated June 1, 1970).

Regulation (CEE) No. 1018/70 applies supplementary quality categories to certain vegetables (onions, chicory, asparagus, cucumber, cauliflowers, tomatoes, lettuce, endives ('chicorées frisées' and 'scaroles') (*Journal Officiel* No. L118 dated June 1, 1970).

Regulation (CEE) No. 1058/70 fixes the coefficient of adaptation to be applied to the purchase price specified for tomatoes by **Regulation (CEE) No. 970/70** (*Journal Officiel* No. L122 dated June 5, 1970).

Regulation (CEE) No. 1059/70 fixes the coefficients of adaptation to be applied to the purchase price specified for lemons by **Regulation (CEE) No. 968/70** (*Journal Officiel* No. L122 dated June 5, 1970).

Regulation (CEE) No. 1060/70 fixes the coefficients of adaptation to be applied to the purchase price specified for table grapes by **Regulation (CEE) No. 971/70** (*Journal Officiel* No. L122 dated June 5, 1970).

Regulation (CEE) No. 1061/70 modifies, for the tenth time, **Regulation (CEE) No. 565/70,** relating to the administration of the grading system for the import of table apples (*Journal Officiel* No. L122 dated June 5, 1970).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 1032/70 fixes the compensatory amount to be applied to imports of certain castor oils originating in or coming from Brazil (*Journal Officiel* No. L119 dated June 2, 1970).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1046/70 modifies **Regulation (CEE) No. 1285/69,** relating to regular auctions for powdered skimmed milk intended for processing into swine or poultry fodder, in so far as it concerns the denaturants to be used (*Journal Officiel* No. L121 dated June 4, 1970).

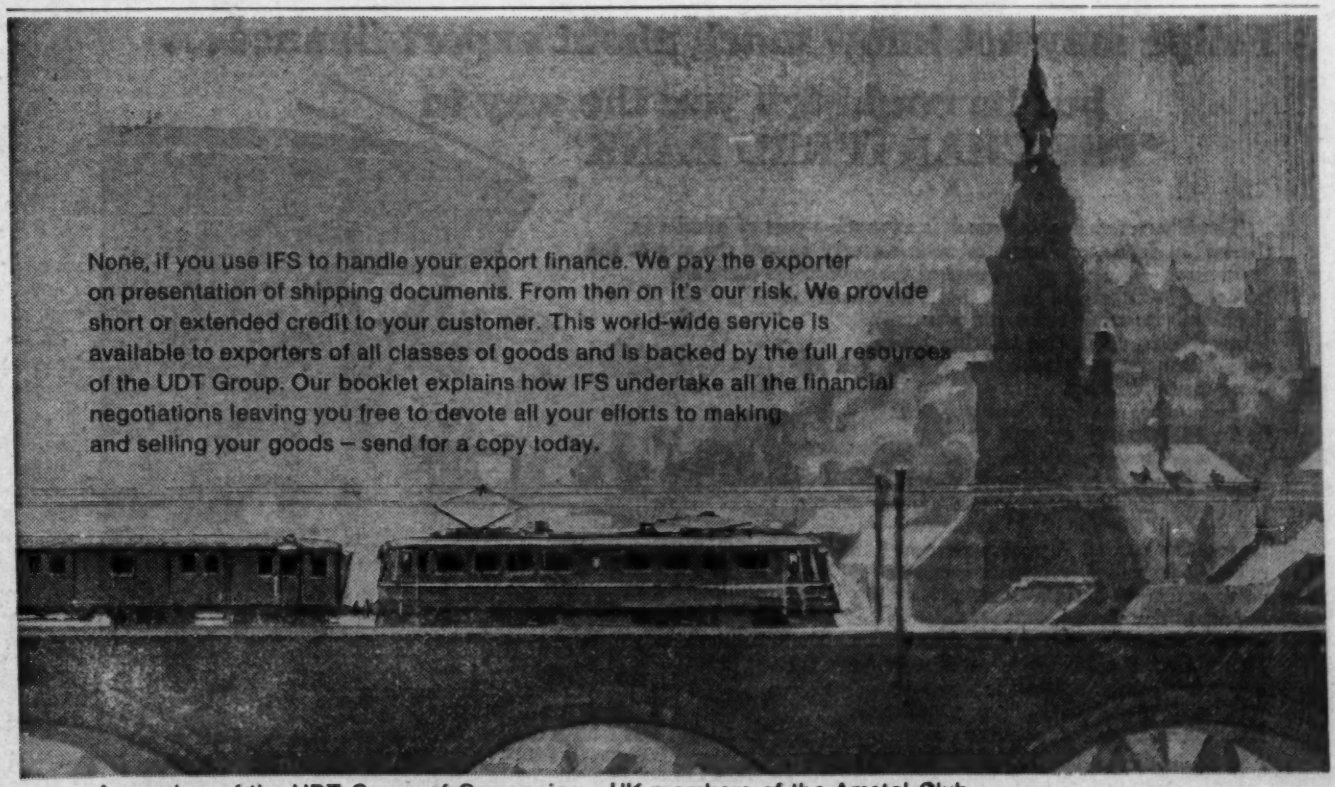
FRANCE

Imports of fish from Britain under negotiated quotas

THE FRENCH *Journal Officiel* of June 7 announced the opening of the remainder of the quotas for the following products, originating and imported from Britain, appearing on List B of the Anglo-French Trade Agreement of April 17, 1970.

Quota No.	Tariff No.	Product
1	03.01 B I a, b, c, d, e, f, g2, B II, a, 1 b	Sea fish, fresh, chilled or frozen: the amount of the quota now opened is the second half of the annual quota for 1970. Import licence applications must be accompanied by a pro forma invoice in duplicate, dated, issued by the British exporter, bearing his signature and the stamp of the firm and specifying in full the types and qualities of the fish
2	03.02 B ex V	Fillets of smoked cod: the amount of the quota now opened is three-quarters of the annual quota for 1970

(*Continued on next page*)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FRANCE, *continued*

Import licence applications on Form AC together with pro-forma invoices must reach the Direction generale des douanes et droits indirects Division E, 8 rue de la Tour des Dames, Paris, 9e, not later than June 22, 1970, after which they will be examined simultaneously.

Applications for licences may include all types of fish in the above table under their respective headings. For species of fish originating in and imported from all countries other than member countries of the EEC, there are certain minimum price regulations, details of which were published in the *Board of Trade Journal* of February 10, 1970 (page 410).

Inquiries relating to this notice should be addressed to Tariff Section Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

PORTUGAL

Drawback on certain textile fibres

THE PORTUGUESE *Diario do Governo*, 1st Series, No 120, of May 22, 1970, published Order No. 250/70 which authorized the import, under drawback, of continuous or discontinuous man-made textile fibres, including 'artificial' fibre waste, dyed or undyed.

The manufacturing process for fabrics may include the use of the imported fibres, or these fibres mixed with one another or with other fibres (including natural fibres) alone which have not been imported under the drawback system.

The cloth thus produced must be intended for the manufacture of clothing, or of household linens or materials for domestic use or interior furnishing, intended for export under the same system.

Conditions of implementation and execution of this Order will be regulated in each case by a Ministerial decision. Details of the stipulations relating to this specific drawback Order can be obtained from the inquiry point shown below.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

IRAN

Income tax law

THE BOARD OF TRADE have received a list of amendments to the Income Tax Law of Iran of March 19, 1967.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3508).

LEBANON

Export licensing control

THE LEBANESE MINISTER of National Economy has issued a decision subjecting the export of waste paper and paperboard falling under Customs Heading 47.02, to licensing control.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel.: 01-248 5757, Ext. 420 and 475).

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF Application List No. 508, published in the South African *Government Gazette* of June 5, contains an application to the Board of Trade and Industries for increase in duty on yarn of polyester fibres (continuous) of 60 denier or more and with a tenacity of less than six grammes per denier, other than stretch or bulked yarn, from the existing rates of duty under tariff sub-heading 51.01.50 to the following rates of duty:

(A) Of circular polyester fibres of 60 denier or more but less than 100 denier: 15 per cent *ad valorem* or 70c per lb less 50 per cent of the fob price.

(B) Of circular polyester fibres of 100 denier or more but less

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than 150 denier: 15 per cent *ad valorem* or 65c per lb. less 50 per cent of the fob price.

(C) Of circular polyester fibres of 150 denier or more but less than 100 denier: 15 per cent *ad valorem* or 80c per lb. less 50 per cent of the fob price.

(E) Of non-circular polyester fibres of 100 denier or more but less than 150 denier: 15 per cent *ad valorem* or 75c per lb. less 50 per cent of the fob price.

(F) Of non-circular polyester fibres of 150 denier or more: 15 per cent *ad valorem* or 65c per lb. less 50 per cent of the fob price.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

Customs tariff changes

THE FOLLOWING CHANGES were notified in the South African *Government Gazette* of May 29.

R.825. The provision in sub-heading No. 48.21.50 for filter candles for use with industrial filters is deleted and suitable provision therefor is made under sub-heading No. 84.18.85.

R.826. The provision for a rebate of duty on certain woven fabrics for the manufacture of pyjama suits and shirts, including collars, are withdrawn.

R.827. (1) Persons in transit through the Republic to or from other African territories will in future be able to enjoy all the privileges provided for in the item.

(2) The restriction limiting spirituous liquor to one bottle per husband and wife is extended to one bottle per person.

(3) Provision is made for a rebate of the full duty less 20 per cent on goods of a total value not exceeding R.100 imported by tourists and returning residents. Provided that, if preferred, the applicable duty in Schedule No. 1 may be paid.

MALAGASY REPUBLIC

Tariff modifications

THE MALAGASY *Journal Officiel* of May 23, 1970, announced modifications to the import tax levied on the following:

Tariff No.	Description	New rate Per cent	Old rate Per cent
22.02 00	Lemonade, flavoured spa waters and flavoured aerated water and other non-alcoholic beverages, not including fruit and vegetable juices falling within heading 20.07	40	(23)
22.03	Beers:		
01	Of an alcoholic strength of 4° or less	40	(17)
02	Of an alcoholic strength of more than 4°	40	(17)
22.07	Cider, perry and mead and other fermented beverages:		
90	Other fermented beverages (mead, betsabetsa, fermented coconut juice)	40	Free
70.10	Carboys, bottles, jars, pots, tubular containers and similar containers of glass, of a kind commonly used for the conveyance or packing of goods, stoppers and other closures of glass:		
10	Carboys and bottles	50	(22)

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408, 423, 288).

AUSTRALIA

Moquettes—definition for tariff classification purposes

IT HAS BEEN reported by the Australian Department of Customs and Excise that on, and after April 27, 1970, for the purposes of sub-item 58.04.1, a moquette is defined as a *warp* pile fabric that is proper to tariff item 58.04 and contains *some* uncut pile.

Repp effect, which is no more than background fabric, should not be mistaken for raised pile.

No post notes will be sustained in respect of velvets (so-called), now defined as moquettes in terms of paragraph 1 above, which were entered for home consumption prior to April 27, 1970.

(Continued on next page)

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AUSTRALIA, *continued*

This paragraph does not apply to any fabrics in which *all* the pile is uncut.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 21990/G2.

Tariff Board inquiry: Schedule A to NAFTA

THE AUSTRALIAN MINISTER for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether, having regard to the objectives and other provisions of the New Zealand/Australia Free Trade Agreement, the inclusion in Schedule A of that Agreement of the following goods would be seriously detrimental to Australian industry.

1. Button shapes
2. Wood flooring and sheets of wood veneer
3. Laminated wood structural building units
4. Laminated wood scaffold planks
5. Submersible pumps and parts
6. Laboratory ovens
7. Laboratory equipment
8. Food mixers
9. Trailer axle assemblies of 3 tons or over.

Details of the tariff items under which the above-mentioned goods are dutiable may be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting Ref. CRE 981/70.

NEW ZEALAND

Cancellation of Tariff and Development Board inquiry

THE NEW ZEALAND Tariff and Development Board inquiry into the determination and *ad valorem* rates of duty on certain amplifiers and tuning units (Tariff Items 85.14.04, 05; 85.15.43, 44) has been cancelled.

Details of this inquiry were published in the *Board of Trade Journal* of April 15, 1970, page 1058.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 662/70.

Emergency protection authority report

COPIES OF THE following New Zealand Emergency Protection Authority report have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
71.05.01 71.05.02 71.05.09	Silver and silver alloy products

EXPORT HANDBOOKS

The Board of Trade has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practive Abroad'. Together they contain over 300 *pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section* (707), *Board of Trade, 1 Victoria Street, London, S.W.1.*

ST. CHRISTOPHER, NEVIS AND ANGUILLA

Import licensing arrangements

THE BOARD OF TRADE have received a copy of a notice which amends the Second Schedule (List of Exceptions) to the St. Christopher, Nevis and Anguilla Open General Licence by the addition of the following new item:

'Component parts and accessories for television sets'.

ARGENTINA

British Industrial Exhibition

ARGENTINE GOVERNMENT DECREE No. 2289, dated May 22, 1970, authorized special arrangements for the importation of exhibits for the British Industrial Exhibition to be held in Buenos Aires from November 5 to 15, 1970.

Under the terms of the Decree all the exhibits to be shown at the exhibition and all the materials required for its construction may be imported free of all duties, taxes and levies, with minor exceptions.

In the event that the exhibits are sold, the normal duties and taxes applicable to imported goods will apply to these transactions.

If, however, the exhibits are not sold, or are special prototypes or models not intended for sale, they will be free of all duties provided they are re-exported from Argentina within nine months. Authority has also been given under the Decree for the duty-free importation of publicity material and a quantity of foodstuffs, drink and tobacco for consumption on the exhibition site.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2287).

PERU

Cigarette advertising

HM EMBASSY at Lima report the publication of Supreme Decree No. 0079-70-SA in the *Official Gazette* of May 6, which:

(a) Requires all Peruvian cigarette manufacturers to print a warning on the packets or wrappers that cigarettes 'Can be dangerous to health' ('Puede ser dañino para la salud').

(b) Prohibits the sale of cigarettes whose packets or wrappers do not carry this statement.

(c) Requires all advertising, posters, etc. to carry a similar warning.

(d) Prohibits all radio and television advertising before 8 p.m., and in cinemas and at other public performances before 7 p.m.

Note: There has been a temporary ban on imports of cigarettes into Peru since June 1968.

An unofficial translation of the Supreme Decree may be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

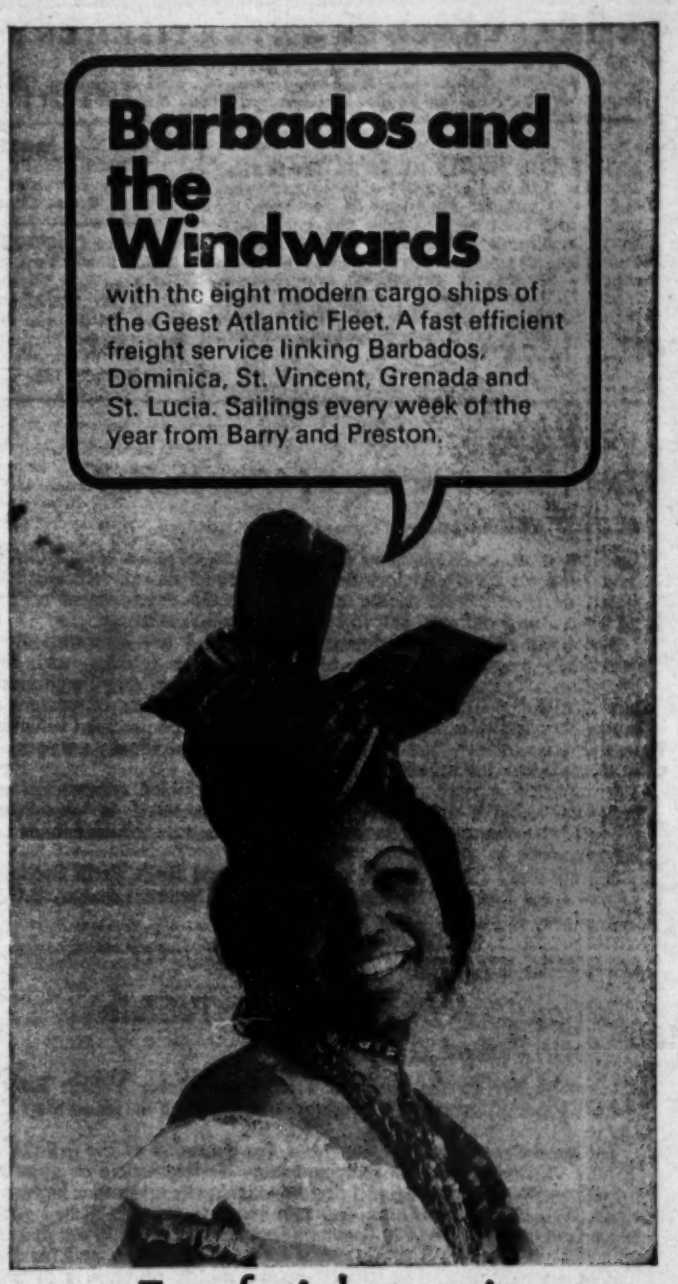
GRENADA

Consumption duties

THE LIST of goods subject to consumption duties under the Grenada Consumption Duties Act, 1968 (see *Board of Trade Journal* of December 6, 1968, page 1604 and March 7, 1969, page 730) has been amended by the addition of the following new items:

(EC$4·80 = £1 stg)

SITC Item No.	Description	Unit for duty	Rate of duty
075-02.9	Other spices, whether unground ground or otherwise prepared	Value	10%
099-09.4	Pickles and vegetables preserved in vinegar	Value	10%
511-01.8	Carbonic acid gas	100 lbs	$1·80
551-01.3	Other essential vegetable oils and concentrates and enfleurages greases and mixtures of alcohol and essential oils	Value	10%
642-01	Paper and cardboard boxes bags and other containers	Value	0%
642-0.	Other articles made of pulp, paper and paper board, e.g. envelopes cigarette paper cut to size for cigarettes	Value	10%
699-21	Metal containers for transport and storage (including empty tin cans)	Value	10%
841-01.5	Stockings and hose of synthetic materials and such like articles	Value	0%
841-01.6	Stockings and hose of other materials	Value	10%
841-19.2	Ties	Value	7½%
41-14.3	Collars corsets, suspenders brassieres	Value	7½%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Area Office: Austral House, Well Street, Bradford, Yorks. Tel: 0274 32599.
Agents: Killick, Martin & Company Ltd., Dunster House, 20, Mark Lane, London EC3. Tel: 01-623 3100. Telex 28424. Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 28771. Telex 47633. Killick, Martin (Birmingham) Ltd., St. Martin's House, Bull Ring, Birmingham 5. Tel: 021 643 9051. Telex 338807. R. M. Beveridge & Co. Ltd., 14 St. Vincent Place, Glasgow C1. Tel: 041 221 3615/7. Telex 778118. 54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh 6. Tel: 031 554 1557. 87 Lumley Street, Grangemouth, Stirlingshire. Tel: Grangemouth 4228.

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6/- per line, minimum 30/- payable in advance. Box No. 10/-
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Replies to Box Numbers should be addressed to **Box No.—Board of Trade Journal, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**

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GIFTS IN A MATCHBOX Series, also TARTAN-BACKED PLAYING CARDS, SPIRIT FLASKS. Enquiries to Cumbrae Supply Co., 19 Watt Road, Glasgow, S.W.2.

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VENEZUELA

Restrictions on import of assembled motor vehicles

BY A VENEZUELAN Ministry of Finance decree, effective May 8, limits have been set on the importation of assembled motor vehicles. The stated purpose of the decree is to benefit the development of the national motor industry and to conserve foreign exchange.

The main effect of the decree is to prohibit the importation of completely assembled, new or used road motor vehicles, with the exception of buses and motor-cycles. Import licences may be granted, however, for prototypes intended for the production of passenger motor cars and vans, agricultural cars (jeeps) and commercial vehicles. Beneficiaries of such licences will be local firms specifically authorized to manufacture the vehicles in question.

In addition, licences may be issued for assembled commercial or industrial vehicles a special type, not manufactured in Venezuela, provided the authorities are satisfied that a substitute vehicle cannot be manufactured in Venezuela.

A translation of the decree may be obtained from Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

UNITED STATES

National Traffic and Motor Vehicle Safety Act of 1966

AN AMENDMENT TO the National Traffic and Motor Vehicle Safety Act of 1966 was signed by the President of the United States on May 22, 1970.

The amendment provides, *inter alia*, for extension of the definition 'Motor vehicle equipment' to include any device, article or apparel for use exclusively to safeguard drivers, passengers and other highway users from risk of accident. New requirements are established with effect from November 1970 for manufacturers to provide purchasers with information about performance and technical data and for the maintenance of records so that they may notify purchasers of any defects in their products, including defects in tyres.

Safety standards are to be established on the age of tyre carcasses which can be retreaded. Provision is made for expansion of facilities for research, development and compliance and other testing in traffic safety, also for an investigation into agricultural tractor accidents and the need for safety standards.

Further details may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

Hazardous substances—flammable contact adhesives

THE *Board of Trade Journal* of March 4, 1970, gave notice of a proposed new section to part 191 of the United States Federal Substances Act relating to acceptable minimum cautionary labelling for extremely flammable contact bonding cements. The new section became effective on May 28, 1970.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457). Reference FR 28.5.70.

Flammable Fabrics Act

THE UNITED STATES Federal Trade Commission is considering amending Rule 5 of the Flammable Fabrics Act and has announced proposals relating to the testing and labelling of certain classes of fabrics and articles of wearing apparel, affected by dry cleaning or washing but which are not normally drycleaned or washed.

Interested parties are invited to submit written comments to the Federal Trade Commission, Washington, DC, 20580 not later than July 20, 1970.

Further details may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 2.6.70.

New legislation for importation of rare animals

THE *Board of Trade Journal* of April 29, 1970, gave notice of proposals for new legislation governing the importation of rare animals into the United States.

These proposals have now been passed into law forming a new Part 17 to Title 50 of the Code of Federal Regulations.

The legislation includes a list of the species affected and also stipulates certain ports of entry, through which all fish and wildlife must enter the United States. The effective date for these regulations was June 3, 1970, but for the sake of convenience Parts 17.3 'Importation at Designated Ports' and 'Part 17.4 'Importation of fish or wildlife-Inspection and Documentation', will not become effective until August 3, 1970.

Further details may be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455/456/457). Reference FR 2.6.70.

INDEX OF REGULAR STATISTICS

When did the* Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

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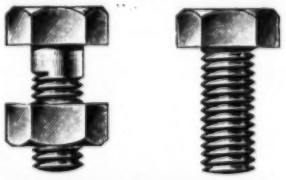

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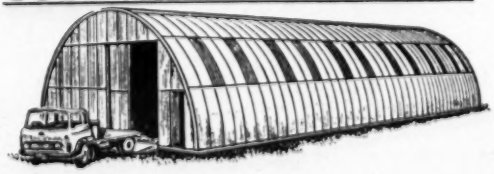

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— Unless you have a true passion for c.i.f. and f.o.b.

— Unless two-year stretches of high temperatures, high humidity and high blood-pressure are your idea of Seeing The World.

— Unless you reckon you don't need a home life, anyway.

— Unless you have selected airport lounges as where you want to spend a third of your life.

— Unless your ambitions as the 'Company's Man In . . .' include political intelligence, market analysis, helping the visiting Chairman's Wife with her shopping, averting transport strikes and coping with mountainous paperwork. (Being ambitious about paperwork is vital.)

— Unless you have invented a new, non-violent way to deal with the chap who welcomes you home with "Tired of La Dolce Vita, eh? Come to see how we poor workers are getting on at home?".

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